recreation on wheels

Van conversion outlook continues strong

RV shipments soften in April

By Joseph Bohn
Truck & RV Editor

Wholesale shipments of RVs improved seasonally in April over March, but continued to trail year-ago levels.

The industry shipped 38,600 RVs in April, up from 34,400 the previous month. However, April's total lagged 12.3 percent behind 44,000 in April, 1984, according to the Recreation Vehicle Industry Assn.

Year-to-date, deliveries to retailers totaled 133,200, 9.5 percent below 1984's level for the fourth-month period.

Seasonally adjusted, they ran at an annual rate of more than 375,000.

Van conversions, previously one of the industry's strongest suits, dropped 9.4 percent in April to 15,500 from 17,100 a year earlier.

Year-to-date, conversion shipments totaled 57,300, off slightly from 57,500 in the four-month period last year, according to RVIA.

Manufacturers and converters, however, point out that retail sales of conversions continue to "perk along," as Don Cuzzocrea, president of Starcraft Co., Goshen, Ind., put it.

He said there is "a lot more competition" in the wholesale end of the business and that shipments, if not up to last year's record levels, are still very strong.

Starcraft's wholesale shipments are off about 7 percent this year, but are still expected to total a very strong 10,500.

Similarly, Rockwood, Inc., Millersburg, Ind., expects to wholesale about 1,800 units, off 11 percent from last year, according to Walt Gildner, vice president of sales.

Some converters, like Advanced Creations, Romulus, Mich., are still running flat-out, although they acknowledge the increased competition.

"Everybody's gotten into van conversions," said Robert Wolf, company president."The dealer who never sold them before has four to five on his lot. People who sold them before may now have 50 to 100."

Generally, some observers feel the industry overbuilt last year, but it is just a matter of time before it works off excess inventories.

Mike Erdman, Chevrolet's truck marketing manager, feels converters ran stronger on the "1984 stuff, and carried more inventory into 1935 than they normally would have" because vans became avaiilable to them in greater numbers after being previously tight.

And, to some extent, they gambled on overbuilding, with the idea that they could work themselves out of it.

Chevrolet recently met with RVIA industry officials.

Erman said, "There are no panic conditions. There's probably more inventory than the last two or three years" and "all the good feeling" for strong future sales.

If the truck market holds at 4.2 million to 4.3 million next year (it has been running at a 4.5 million annualized rate recently), van conversions will continue very strong and stable, Erdman said.

RVIA said "towable RV" shipments of 15,700 in April were off 10.3 percent from last year.

That includes travel trailer shipments of 10,800, off 12.0 percent; folding camping trailer shipments of 4,000, off 13.0 percent, and 900 truck camper shipments, equal to last year's number.

Year-to-date, the industry shipped 49,300 towable RVs, off 13.2 percent from last year.

That included 32,300 travel trailer shipments, off 16.3 percent; 14,500 folding camper trailer shipments, off 4.6 percent and 2,500 truck camper shipments, off 16.7 percent.

Motor home shipments of 7,400 were off 21.3 percent from April, 1984.

Conventional Type A motor home shipments of 3,600 were off 20.0 percent from a year ago. Van Camper Type B shipments of 600 were off 33.3 percent, and chopped van shipments of 3,200 were off 20.0 percent.

Year-to-date through April, the industry shipped 13,300 conventional motor homes, off 15.8 percent from last year; 2,100 van campers, off 22.2 percent, and 11,200 chopped vans, off 21.7 percent.

Coachmen to sell off distribution business

ELKHART, Ind.—Coachmen Industries, Inc., agreed to sell its RV and manufactured housing aftermarket parts distribution business to Coast R.V., Inc., San Jose, Calif.

The purchase price is $19 million and 550,000 Coast shares.

The transaction involves Coachmen's Coach-Lite Supply Co. and United Sales of Texas subsidiaries. Finalization is expected by June 30.

The operations accounted for 12 percent of Coachmen's sales and 6 percent of its earnings for the year ended Dec. 31, 1984.

Coachmen Chairman T.H. Corson said. "We are pleased to become part of the effort to help Coast in forming a nationwide aftermarket distribution company which will serve the dealers of the recreational vehicle and manufactured housing industries well."

He added that "from Coachmen's perspective, although our distribution system has always been an important part of our company, the sale to Coast realizes a substantial premium over book value for the business we have built over the years."

As part of the sale, too, Coachmen will receive a substantial equity position in Coast, allowing it to participate in "the benefits of the combination," Corson pointed out.

Thomas R. McGuire, Coast RV chairman, called the deal "the last major step in our plan to create a nationwide distribution company."

The combination of these companies should generate significant economies and result in even better operating margins for Coast, he added.

Coast R.V., Inc., is a wholesaler of RV parts and accessories with three regional distribution centers serving the Western U.S.

Coast recently announced its pending acquisition of Rogers Distributing, a Los Angeles-based distributor, which will become Coast's fourth regional distribution center.

Coachman Industries, Inc., is a major manufacturer of RVs with important interests in manufactured housing.

Garageable pop-up

International Vehicles Corp., Bristol, Ind., a producer of van campers, has begun offering this garageable version of its Horizon and Falcon coaches. Raised, the new top adds 30 inches of headroom to the coach; closed, it adds 4 inches to the standard van roof line. The pop-up option is as an alternative to its fiberglass top.

Durakon to supply Mazda pickup liners

LAPEER, Mich.—Durakon Industries, Inc., producer of pickup truckbed liners and other truck accessories, finalized a deal to install its liners in 45 percent of the Mazda pickups distributed through Mazda Motors of America (East), Jacksonville, Fla.

Durakon will install its Duraliner in 1985 model SE5 mid-price-range and LX luxury-price models, starting in June.

Durakon was founded in 1979. Its sales reached $27.9 million last year, and it has a worldwide distribution network.

Moving target

George Byers Sons, Inc., a Columbus (O.) dealership, uses rotary highway billboards to advertise its selection of customized vans. The billboards are moved every 60 days to catch drivers' eyes. The dealership sells Starcraft vans and has a rental fleet of 35 van units.

4-month registrations climb to alltime peak

Truck registrations continued at record levels during the first four months of 1985, generally aided by strong import sales.

Although all categories of light, medium and heavy-duty trucks showed increases for the period, medium-duties recorded the biggest percentage gain over year-ago levels.

Ford widened its lead over Chevrolet in total registrations and is poised to take over International Harvester's No. 1 spot in the heavy-duty segment.

Tables on Pages 32 and 50.

Mack had the strongest gain in market share in the heavy-duty field, though, and is nipping at GMC's heels for the No. 3 spot.

A record 1,479,920 trucks were registered in the January-April period, according to R.L. Polk & Co., up 18.5 percent from last year's previous high of 1,249,132.

Ford continued to increase its lead over No. 2 Chevrolet in total registrations with 407,868, up 12.1 percent from like 1984.

Chevrolet also recorded a nice 9.1 percent gain to 378,304 from 346,591 last year.

But both makes lost market share. Ford's share was off 1.57 percentage points and Chevrolet's was down 1.19 percentage points.

A total of 1,387,851 light-duty trucks were registered in the period, capturing a 93.8 percent share of total registrations. Light-duties were up 17.6 percent from last year's 1,179,757 tally.

Medium-duty Class 4-6 seg-

Please turn to Page 32, Col. 4

Winnebago trims motor home output

FOREST CITY, Ia.—Winnebago Industries trimmed motor home production, beginning June 17.

It began annual vacation shutdowns in some departments June 17 and in all Iowa manufacturing operations June 24.

In July, about 1,000 manufacturing people will be laid off for about three weeks.

By September, though, fewer than than 300 persons are expected to continue on layoff.

The adjustments are based on "uncertain motor home market conditions," lower than expected sales increases and 1985-model inventory control, said Winnebago President Ronald Haugen.

Production of front-drive motor homes, selling strongly, will continue this summer, along with selected standard models.

RVing in China

Nearly 200 senior citizens, such as (from left) Eleanore Cadwallader, Juanita MacKay and Vivian and Frank Sargent, of Michigan, will tour China in eight trailer caravans, beginning in September. GMC Suburbans, powered by 6.2-liter Detroit Diesel Allison engines, pulling Airstream trailers were selected for the foray into areas previously closed to Westerners.

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NEW TRUCK SALES BY MAKE AND GVW CLASS

DECEMBER 1984 VS. 1983•

This table was inadvertently omitted from earlier issues. We print it now for the benefit of readers who keep monthly records.

		Group 1 6,000 pounds and less	Group 2 6,001 10,000	Group 3 10,001- 14,000	Group 4 14,001- 16,000	Group 5 16,001- 19,500	Group 6 19,501- 26,000	Group 7 26,001- 33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Dec. '84	.....	.....	.....	.....	.....	.....	.....	90	90
	Dec. '83	.....	.....	.....	.....	.....	.....	.....	135	135
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	1,260	1,260
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	992	992
CHEVROLET	Dec. '84	46,618	43,031	1,776	.....	23	462	957	55	92,922
	Dec. '83	53,707	43,165	2,856	.....	22	507	598	39	100,894
	Year to Date '84	552,603	486,258	33,370	.....	257	6,964	9,723	678	1,089,853
	Year to Date '83	491,968	377,945	21,212	.....	282	5,735	7,079	451	904,672
(Memo Units)ø	Dec. '84	33,497	14,656	.....	.....	.....	.....	.....	.....	48,153
	Dec. '83	37,095	15,562	.....	.....	.....	.....	.....	.....	52,657
	Year to Date '84	379,122	192,981	.....	.....	.....	.....	.....	.....	572,103
	Year to Date '83	330,583	151,345	.....	.....	.....	.....	.....	.....	481,928
DODGE	Dec. '84	25,958	12,504	.....	.....	.....	.....	.....	.....	38,462
	Dec. '83	17,361	11,041	.....	.....	.....	.....	.....	.....	28,402
	Year to Date '84	286,160	137,898	.....	.....	.....	.....	.....	.....	424,058
	Year to Date '832	153,088	100,412	.....	.....	.....	.....	.....	.....	253,500
(Memo Units)ø	Dec. '84	19,370	7,059	.....	.....	.....	.....	.....	.....	26,427
	Dec. '83	11,967	7,229	.....	.....	.....	.....	.....	.....	19,196
	Year to Date '84	208,746	84,509	.....	.....	.....	.....	.....	.....	293,255
	Year to Date '83	98,029	72,352	.....	.....	.....	.....	.....	.....	170,381
FORD	Dec. '84	28,039	68,729	.....	.....	.....	1,072	2,400	1,324	101,564
	Dec. '83	29,443	70,022	.....	.....	.....	1,016	1,788	792	103,061
	Year to Date '84	324,770	787,062	.....	.....	.....	12,298	25,551	12,320	1,162,001
	Year to Date '83	329,925	575,921	.....	.....	.....	10,467	18,714	7,541	942,568
(Memo Units)ø	Dec. '84	28,014	21,951	.....	.....	.....	.....	.....	.....	49,965
	Dec. '83	26,645	24,374	.....	.....	.....	.....	.....	.....	51,019
	Year to Date '84	320,877	253,162	.....	.....	.....	.....	.....	.....	574,039
	Year to Date '83	261,992	214,273	.....	.....	.....	.....	.....	.....	476,265
FREIGHTLINER	Dec. '84	.....	.....	.....	.....	.....	.....	.....	1,738	1,738
	Dec. '83	.....	.....	.....	.....	.....	.....	.....	1,245	1,245
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	16,409	16,409
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	11,111	11,111
GMC	Dec. '84	11,003	11,400	1,006	.....	501	547	1,064	953	26,474
	Dec. '83	11,843	12,146	100	.....	136	555	1,067	882	26,729
	Year to Date '84	131,605	134,707	2,546	.....	4,108	6,615	13,071	12,544	305,196
	Year to Date '83	109,321	114,677	720	.....	634	6,255	9,079	7,284	
(Memo Units)ø	Dec. '84	7,283	3,637	.....	.....	.....	.....	.....	.....	247,970
	Dec. '83	7,417	4,144	.....	.....	.....	.....	.....	.....	10,920
	Year to Date '84	81,763	49,224	.....	.....	.....	.....	.....	.....	11,531
	Year to Date '83	65,957	45,876	.....	.....	.....	.....	.....	.....	130,987
INTERNATIONAL	Dec. '84	.....	.....	.....	.....	.....	1,873	1,248	2,540	111,833
	Dec. '83	.....	.....	.....	.....	.....	1,630	1,132	2,030	5,661
	Year to Date '84	.....	.....	.....	.....	.....	22,304	15,100	29,309	4,792
	Year to Date '83	.....	.....	.....	.....	.....	19,702	11,443	19,381	66,713
JEEP	Dec. '84	12,648	2,220	.....	.....	.....	.....	.....	.....	50,526
	Dec. '83	9,868	2,717	.....	.....	.....	.....	.....	.....	14,868
	Year to Date '84	126,169	21,871	.....	.....	.....	.....	.....	.....	12,585
	Year to Date '83	50,702	25,751	.....	.....	.....	.....	.....	.....	148,040
(Memo Units)ø	Dec. '84	12,648	1,964	.....	.....	.....	.....	.....	.....	76,453
	Dec. '83	9,868	2,320	.....	.....	.....	.....	.....	.....	14,612
	Year to Date '84	126,169	18,572	.....	.....	.....	.....	.....	.....	12,188
	Year to Date '83	50,702	21,770	.....	.....	.....	.....	.....	.....	144,741
KENWORTH	Dec. '84	.....	.....	.....	.....	.....	.....	.....	1,311	72,472
	Dec. '83	.....	.....	.....	.....	.....	.....	.....	1,104	1,311
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	13,624	1,104
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	7,972	13,624
MACK	Dec. '84	.....	.....	.....	.....	.....	272	54	2,118	7,972
	Dec. '83	.....	.....	.....	.....	.....	178	33	1,345	2,444
	Year to Date '84	.....	.....	.....	.....	.....	3,415	719	21,483	1,556
	Year to Date '83	.....	.....	.....	.....	.....	2,119	901	12,018	25,617
MERCEDES-BENZ	Dec. '84	.....	.....	.....	.....	.....	150	79	.....	15,038
	Dec. '83	.....	.....	.....	.....	.....	184	119	.....	229
	Year to Date '84	.....	.....	.....	.....	.....	1,552	928	.....	303
	Year to Date '83	.....	.....	.....	.....	.....	1,921	967	.....	2,480
PETERBILT	Dec. '84	.....	.....	.....	.....	.....	.....	.....	1,431	2,888
	Dec. '83	.....	.....	.....	.....	.....	.....	.....	975	1,431
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	13,107	975
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	8,026	13,107
PLYMOUTH	Dec. '84	7,826	5	.....	.....	.....	.....	.....	.....	8,026
	Dec. '83	2,744	58	.....	.....	.....	.....	.....	.....	7,831
	Year to Date '84	79,784	125	.....	.....	.....	.....	.....	.....	2,802
	Year to Date '83	6,797	3,390	.....	.....	.....	.....	.....	.....	79,909
VOLVO	Dec. '84	.....	.....	.....	.....	.....	.....	149	72	10,187
	Dec. '83	.....	.....	.....	.....	.....	.....	102	63	221
	Year to Date '84	.....	.....	.....	.....	.....	.....	1,350	603	165
	Year to Date '83	.....	.....	.....	.....	.....	.....	1,010	631	1,953
WESTERN STAR	Dec. '84	.....	.....	.....	.....	.....	.....	.....	97	1,641
	Dec. '83	.....	.....	.....	.....	.....	.....	.....	43	97
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	713	43
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	322	713
WHITE	Dec. '84	.....	.....	.....	.....	.....	.....	.....	851	322
	Dec. '83	.....	.....	.....	.....	.....	.....	.....	976	851
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	6,871	976
	Year to Date '83	.....	.....	.....	.....	.....	.....	.....	3,242	6,871
MISCELLANEOUS•	Dec. '84	63,363	1,031	116	68	28	6	20	126	3,242
	Dec. '83	45,413	496	4	54	.....	.....	17	119	64,758
	Year to Date '84	677,603	9,066	405	712	57	92	232	1,221	46,103
	Year to Date '83	430,476	7,321	10	360	7	.....	233	1,041	689,388
TOTALS	Dec. '84	195,455	138,920	2,898	68	552	4,382	5,971	12,706	439,448
	Dec. '83	170,379	139,645	2,960	54	158	4,070	4,856	9,748	360,952
	Year to Date '84	2,178,694	1,576,987	36,321	712	4,422	53,240	66,674	130,142	331,870
	Year to Date '83	1,572,277	1,205,417	21,942	360	923	46,199	49,426	80,012	4,047,192

•—New York and Oklahoma registrations compiled from manufacturers' sales records.

ø—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks; Ford, Econoline and Bronco; GMC, Vandura and Jimmy. •—Miscellaneous includes imports, FWD, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data

Old rivals now allies in downtown Detroit

Targeting the growing market in downtown Detroit is the new Rivertown Car Dealers Assn., consisting of, from left, Jim Tellier, general manager of Jefferson Chevrolet; Nathan Conyers, president of Riverside Ford and of the dealer group, and Dick Seymour, president of Dick Seymour Cadillac-Saab. The dealerships are located within four blocks of one another, a short distance from the Renaissance Center.

Three rival downtown deals form alliance in Detroit

DETROIT.— Three rival dealerships located within four blocks of one another in downtown Detroit have joined forces to target the growing affluent residential and commuter market.

Jim Tellier, general manager of Jefferson Chevrolet; Nathan Conyers, president of Riverside Ford, and Dick Seymour, president of Seymour Cadillac-Saab, have formed the Rivertown Car Dealers Assn., collectively representing $60 million in annual sales.

The dealerships are located a short distance from the Renaissance Center, Detroit's office-retail-hotel complex. They offer a full range of automobiles—from luxury and mid-sized cars to sports cars and small economy models.

Conyers, president of Rivertown Car Dealers, said, "The group was formed because we felt it was the most economical approach for reaching a diversified market accustomed to buying their cars in the suburbs.

"We believe our location, service, technology, experienceed staff, convenient hours and special perks—like free shuttle service to and from the office—will attract that segment of the market that passes by our showrooms every day," Conyers said.

Conyers said the new association is part of the trend encouraging people to shop downtown. The dealers plan to attract customers through a series of special promotions and community events.

"We don't intend to change our competitive spirit as a group. In fact, this may even make us more competitive," Conyers said.

"Together we offer people a more convenient source for buying a car and getting it serviced faster," Conyers said.

"Our dealerships are certainly not new to downtown Detroit, and we've all weathered the ups and downs of the auto industry. Our alliance reaffirms our commitment to the city of Detroit and the 225 people we employ."

The dealers view the redevelopment programs now underway in Rivertown—a section of the city where former factories and warehouses are being converted to office buildings and restaurants—as a good portent for future sales.

NAM names Greenwald

WASHINGTON.—Gerald Greenwald, vice chairman of Chrysler Corp., has been elected to the board of directors of the National Assn. of Manufacturers. NAM's more than 13,000 member firms employ nearly 85 percent of the country's industrial workforce.

PROFIT

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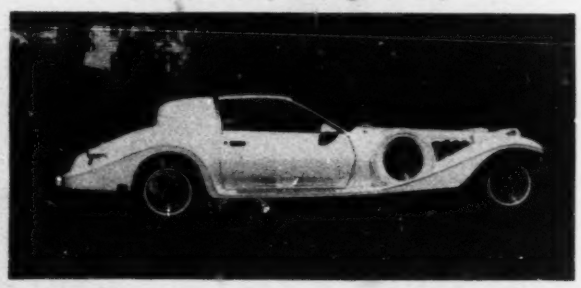

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Total is 935,508, up 11 pct. over 1984

April registrations a 6-year high

By Jenny L. King
Detroit Reporter

Registrations of new cars were up for the fourth consecutive month in April, gaining some 9,000 units over the March sum and up 145,000 units from February.

The import segment increased to 23.05 percent this April from 22.42 percent a year earlier but was down from 23.92 percent in March.

According to figures from R.L. Polk & Co., April new-car registrations reached 935,508, best for

Table on Page 36

the month since 1979, when the total was 955,807, and up 11.81 percent from 836,717 in April, 1984.

Domestics were up 10.90 percent year to year, rising to 719,906 from 649,163. April imported-car registrations numbered 215,602, an increase of 14.95 percent from 187,554 the same month a year earlier.

For the month, Chrysler Corp. made the most significant gain, up 2.38 percentage points to 11.57 percent from 9.19 percent. Ford Motor Co. was up 0.52 percentage points, imports were up 0.63 percentage points, while General Motors plunged 3.12 percentage points and American Motors was down 0.41 percentage points.

Chevrolet was back on top in April, following a drop into second place behind Ford in March. Registrations of new domestic Chevrolets were up in number over the preceding year but Chevrolet's share of the total market slipped 1.02 percentage points, to 15.33 percent from 16.35 last year.

Ford was second with 13.46 percent of the April total, up 0.33 percentage points from 13.13 percent in 1984

Third-place Oldsmobile dropped 1.27 percentage points and slipped in actual numbers to 94,789 from 95,362. Likewise, Buick was down in numbers and penetration but retained fourth place, as Pontiac attempted to close the gap and move up from fifth place.

Pontiac penetration was up 0.80 percentage points for the month, to 7.76 percent from 6.96 percent. Buick finished the month with 8.15 percent of the total market, down 1.12 percentage points from 9.27 percent in 1984.

The three Chrysler makes, Dodge, Plymouth and Chrysler, all earned larger shares year to year as did Mercury, Lincoln and Ford.

Miscellaneous domestics, only 14 in number in April, were too few to capture a visible piece of the market but are figured into the total. A year ago, 18 miscellaneous domestics were registered in April.

Excluding imports, the April market was divided as follows: GM with 57.14 percent, Ford with 26.19 percent, Chrysler with 15.03 percent and AMC with 1.64 percent.

The April, 1984, domestic market included GM at 60.70 percent, Ford at 25.32 percent, Chrysler at 11.85 percent and AMC at 2.13 percent.

U.S. intermediates represented the largest market class in April with 26.66 percent of the total. Imports were second with 23.05 percent, followed by compacts at 21.77 percent, subcompacts at 11.68 percent, standards at 9.36 percent and luxury cars at 7.46 percent.

A year earlier, intermediates had 27.95 percent, imports earned 22.42 percent, compacts were at 18.05 percent, subcompacts had 12.47 percent, standards had 10.85 percent and luxury models earned 8.26 percent.

New-car registrations in the first four months of 1985 versus 1984 were up 6.95 percent, to 3,424,125 from 3,201,586. This year's total was 30.83 percent ahead of the same period in 1983, when 2,617,277 cars were on the books.

Domestic registrations climbed 6.41 percent from 1984, to 2,581,386 from 2,425,902. They were up 38.58 percent from 1983's 1,862,708. Import registrations were up 8.64 percent from 1984, to 842,739 from 775,684. Their share of the four-month market was up 0.38 percentage dpoints, to 24.61 percent from 24.23 percent.

Chrysler Corp. swelled to 11.65 percent of the market from 9.19 percent last year, and Ford Motor Co. was up 1.11 percentage points, to 20.27 percent from 19.16 percent. AMC was off 0.51 percentage points to 1.39 percent from 1.90 percent, and GM plummeted to 42.08 percent from 45.52 percent.

Pontiac was the only GM make to increase its share of the market year to year, edging up to 6.95 percent from 6.74 percent. Oldsmobile had the steepest decline, dropping 1.42 percentage points in the four-month period.

Dodge boasted Chrysler's greatest advance, up 1.11 percentage points, and Ford's 0.69-percentage-point gain was the best at Ford Motor Co.

Excluding imports, GM products accounted for 55.82 percent of the year-to-date total, Ford had 26.89 percent, Chrysler had 15.45 percent and AMC had 1.84 percent.

A year earlier, GM had 60.08 percent, Ford had 25.28 percent, Chrysler had 12.13 percent and AMC had 2.51 percent.

Pennsylvania dealers report manager salaries for 1984

HARRISBURG, Pa.—A survey of 1984 salaries paid by Pennsylvania automobile dealers, conducted by the Pennsylvania Automotive Assn., showed that general managers in dealerships selling more than 400 vehicles a year received an average of $62,081, while those in smaller dealerships averaged $38,571.

In its survey, the PAA sent queries to 1,300 dealers, and 358—or 27.5 percent—replied.

The survey showed that dealers in the state sold an average of 535 vehicles in 1984, with sales per outlet averaging $8,812,703. Dealers employed an average of 32.4 persons during the year.

Retirement plans for full-time employes were reported by 58.4 percent of dealers responding, health insurance plans were offered by 98.6 percent and dental plans by 13.5 percent.

The survey showed the following salary breakdown by employe and unit-sales categories: Business manager, $28,402 (over 400 units), $18,970 (400 units and under); general sales manager, $49,277 and $29,863; new-vehicle sales manager, $43,396 and $29,458; used-vehicle sales manager, $38,678 and $29,409, and truck sales manager, $33,423 and $24,895.

Other salaries were: Lease and rental manager, $30,426 and $19,740; finance and insurance manager, $32,714 and $19,035; service manager, $27,912 and , $21,450; parts manager, $26,906 and $19,190, and body shop manager, $25,776 and $18,968.

The average clerical worker received $12,234 (over 400 units), $11,231 (400 units and under); the average mechanic, $19,172 and $15,904, and the average body shop worker, $19,175 and $15,358.

NEW-CAR MARKET SHARES IN U.S.

	APRIL					4 MONTHS				
	Regis., Apr. 1985	Percent Share of Market	Regis., Apr. 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 4 Mos. 1985	Percent Share of Market	Regis., 4 Mos. 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Chevrolet	143,398	15.33	136,829	16.35	−1.02	500,060	14.60	505,661	15.79	−1.19
Ford	125,904	13.46	109,862	13.13	+0.33	463,128	13.52	410,758	12.83	+0.69
Oldsmobile	97,789	10.13	95,362	11.40	−1.27	334,465	9.76	357,878	11.18	−1.42
Buick	76,244	8.15	77,603	9.27	−1.12	277,189	8.10	281,963	8.81	−0.71
Pontiac	72,602	7.76	58,237	6.96	+0.80	237,985	6.95	215,897	6.74	+0.21
Mercury	49,048	5.24	43,063	5.15	+0.09	175,606	5.13	161,417	5.04	+0.09
Dodge	42,168	4.51	29,191	3.49	+1.02	156,543	4.57	110,739	3.46	+1.11
Plymouth	34,065	3.64	23,126	2.76	+0.88	128,919	3.77	90,426	2.82	+0.95
Chrysler	31,981	3.42	24,595	2.94	+0.48	113,406	3.31	93,069	2.91	+0.40
Cadillac	24,351	2.60	26,020	3.11	−0.51	91,274	2.67	96,097	3.00	−0.33
Lincoln	13,603	1.46	11,410	1.36	+0.10	55,372	1.62	41,100	1.29	+0.33
AMC	11,739	1.25	13,847	1.66	−0.41	47,322	1.39	60,819	1.90	−0.51
GENERAL MOTORS	411,384	43.97	394,051	47.09	−3.12	1,440,973	42.08	1,457,496	45.52	−3.44
FORD MOTOR CO.	188,555	20.16	164,335	19.64	+0.52	694,154	20.27	613,275	19.16	+1.11
CHRYSLER CORP.	108,214	11.57	76,912	9.19	+2.38	398,868	11.65	294,234	9.19	+2.46
AMC	11,739	1.25	13,847	1.66	−0.41	47,322	1.39	60,819	1.90	−0.51
IMPORTS	215,602	23.05	187,554	22.42	+0.63	842,739	24.61	775,684	24.23	+0.38
MISC. DOMESTIC	14	0.00	18	0.00	−0.00	69	0.00	78	0.00	−0.00
TOTAL	935,508		836,717			3,424,125		3,201,586		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. New York, Oklahoma for 1984 and Oklahoma for 1985 from manufacturers' sales records.

A checklist for dealers

Factors to consider in buying equipment

An auto dealer is considering modernizing operations by purchasing an expensive new piece of equipment to replace an old but still serviceable unit in the shop or office. What factors should be considered?

When is the appropriate time to replace present equipment? Although the conventional answer is when depreciation has been absorbed and useful life is nearing an end, drastic changes within the field may make replacement necessary at an earlier date.

There are many points worth considering. Here is a checklist:

Cost of Use: Is the proposed equipment change of sufficient scope to assure a reasonable reduction in cost of operation? If so, there is a strong probability that the change would be wise.

Resale Value: Is the value of present equipment sufficiently high on the resale market to provide a reasonable amount above the remaining depreciated and useful life? A favorable figure should be weighed as an asset in favor of change.

Availability of Funds: Are funds at hand to make the replacement without cutting deeply into capital, reserve, or operating budget, which might affect other programs of the business operation?

Forced Additional Changes: Can the replacement be made without extra modification or remodeling of other units now being used? The true cost of any replacement cannot be known without this consideration.

True Cost of New Unit: What is the actual dollar cost involved in making the replacement? This should include original cost, freight, local moving costs, hiring of outside skills to make the installation, additional or new costs involved in hookups, area preparation costs, etc.

Personnel Changes: Would new features of the unit require changes in personnel because of lack of background knowledge on the part of the present staff?

Remodeling Old Equipment: Is it possible to remodel present equipment to add the new features at a low enough cost? This may be the best step to take.

Employe Morale: Will the replacement lead to changes in work that can be handled and thus generate new business and develop employe work interest?

Safety Accessories: One should also determine whether accessory safety guards and other protection existing around and attached to the present shop equipment can be transferred successfully to the new unit.

Competitive Position: Will failure to make the replacement be a detriment to the competitive position in the immediate future?

Work Output Capability: Will the new unit increase work output and boost profit margins?

Technical Soundness: Are improvements or changes in the new unit based upon sound engineering principles and practical needs, or do they contain an element of fad or novelty?

Accessories: Will present accessories be usable on the new unit, or must they also be replaced? Even if this is necessary, the change may still be worthwhile.

Versatility of Equipment: Does the new unit have the same versatility as the present equipment, or have changes limited its use?

Delivery of Equipment: Is the new equipment available for immediate delivery, or will there be a long delay?

Service Improvement: Will using the new equipment permit improvements that would be too costly, or even impossible, to adopt with the present unit?

Obsolescence of Old Unit: Determine how much danger there is of the present unit becoming obsolete. Could this lead to a reduction in profits? When such possibilities exist, it is often advisable to make changes ahead of actual need.

Equipment Testing: Has the new equipment been properly field-tested to ascertain that claims being made for it are justified?

Repair Cost: Have maintenance and repair costs for present equipment been above normal during the past year? In most cases, this is a warning of continued high maintenance expenditures.

Equipment Parts: Have the parts of the proposed new equipment been checked? Are they readily available, and are they as durable and maintenance-free as those on the present unit?

Maintenance and Tools: Are there adequate repair and maintenance tools at hand to handle the new equipment, or will it be necessary to acquire new ones?

Interest Cost If Funds Are Borrowed: Picking the right time to assume obligations—such as when interest rates are favorable—is another argument for equipment replacement if borrowed funds are being used.

Is The Time Factor Best?: On larger units, there is usually a time lag between using the old and the new equipment. At certain times of the year, this would be either advantageous or disastrous.

Korean firm to receive Toyota diesel technology

TOKYO.—Toyota Motor Corp. and Dong A Motors Corp., of South Korea, have reached a basic agreement for Toyota to supply Dong A with technology for diesel-engine vans.

Dong A plans to start production of diesel vans in late 1986 or early 1987. Dong A also has agreements with Nissan Motor Co. for the production of buses.

Trucks reach registrations peak for four months

Continued from Page 16

ments accounted for 20,304 registrations, or 1.4 percent of the industry total. They were up 40.5 percent from last year's 14,456 tally.

Class 7-8 heavy-duty trucks accounted for 71,765 registrations, or 4.8 percent of the industry total in this year's period. They were up 30.7 percent from last year's 54,-919.

Within the light-duty segment, Class 1 registrations of 957,779 were up 43.5 percent from last year's 667,284.

Class 2's tally of 418,463 was off 19.5 percent from last year's 499,-900.

And Class 3's 11,609 was off 8.3 percent from 12,573 last year.

In the medium-duty segment, Class 4's 314 total was up 62.7 percent from 193 last year.

Class 5's 2,232 registrations more than tripled the 728 units registered last year. And Class 6's 17,758 showed a 31.2 percent gain over 13,535 last year.

Within the heavy-duty segment, Class 7 registrations of 25,777 gained 39.2 percent over the 18,-522 recorded in like 1984.

And Class 8's 45,988 registrations were up 26.4 percent over 36,397 last year.

UAW named bargaining rep

WITTMANN, Ariz.—The UAW will be the bargaining representative of drivers and mechanics at the Chrysler proving grounds near this small town.

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U.S. TRUCK REGISTRATIONS

FOUR MONTHS, 1985 VS. 1984★

Make	4 mos., 1985	Percent Share of '85 market	4 mos., 1984	Percent Share of '84 market	Pct. pt. Change, '85-'84
Ford	407,868	27.56	363,854	29.13	−1.57
Chevrolet	378,304	25.56	346,591	27.75	−1.19
Dodge	173,999	11.76	128,808	10.31	+1.45
GMC	104,671	7.07	93,204	7.46	−0.39
Jeep	50,383	3.40	43,209	3.46	+0.06
Plymouth	33,512	2.26	24,288	1.95	+0.31
International	22,894	1.55	17,105	1.37	+0.18
Mack	10,318	0.70	6,342	0.51	+0.19
Freightliner	6,122	0.41	4,510	0.36	+0.05
Peterbilt	4,043	0.27	3,789	0.30	−0.03
Kenworth	3,877	0.26	4,587	0.37	−0.11
White	3,046	0.21	2,533	0.20	−0.01
Mercedes	1,525	0.10	643	0.05	+0.05
Volvo	753	0.05	551	0.04	+0.01
Autocar	483	0.04	373	0.03	+0.01
Western Star	387	0.03	149	0.01	+0.02
Miscellaneous☆☆	277,735	18.77	208,596	16.70	+2.07
TOTALS	1,479,920	100.00	1,249,132	100.00	—

★—All truck registrations in Oklahoma, and in 1984, New York, compiled from manufacturers' sales records.
☆—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U.S. HEAVY-DUTY REGISTRATIONS

FOUR MONTHS, 1985 VS. 1984★

Make	4 mos., 1985	Percent Share of '85 market	4 mos., 1984	Percent Share of '84 market	Pct. pt. Change '85-'84
International	15,174	21.14	12,341	22.47	−1.33
Ford	14,893	20.75	10,562	19.23	+1.52
GMC	9,171	12.78	7,212	13.13	−0.35
Mack	8,917	12.43	5,321	9.69	+2.74
Freightliner	6,122	8.53	4,510	8.21	+0.32
Peterbilt	4,043	5.63	3,789	6.90	−1.27
Kenworth	3,877	5.40	4,587	8.35	−2.95
Chevrolet	3,507	4.89	2,485	4.53	+0.36
White	3,046	4.24	2,533	4.61	−0.37
Volvo	753	1.05	551	1.00	+0.05
Mercedes-Benz	603	0.84	202	0.37	+0.47
Autocar	483	0.67	373	0.68	+0.01
Western Star	387	0.55	149	0.27	+0.28
Miscellaneous	789	1.10	304	0.56	+0.54
TOTALS	71,765	100.00	54,919	100.00	—

★—Group 7 and 8 trucks only.

Yorkville Auto buys from fleets, sells to retailers

Helping dealers find used cars

By Jenny L. King
Detroit Reporter

He takes pride in being known as a "handshake dealer in non-handshaking times."

His Yorkville Auto Wholesalers operation was established three years ago to eliminate what he calls the confusion and inefficiencies often associated with the acquisition by dealers of good late-model used cars.

Yorkville Auto owner Richard Romanus is a used-car dealer who buys cars from East Coast fleets and sells them to new- and used-car lots around the country. His operation is based in New York Mills, N.Y.

He also retails a number of cars from three family-run lots in the mid-New York State area. His wholesale and retail ventures generate 200 to 300 sales per month and prompted Romanus to purchase his own transports and move into a larger facility earlier this year.

"There has always been confusion in the wholesale market," said Romanus. "It's hard for a dealership to find the cars it needs. You have to hire someone who then must cover a lot of ground.

"Papers often aren't in order when sales are made. I wanted to develop a uniform process for sellers and buyers."

Romanus has been cultivating his sources for several years. With vehicles ranging from fleet cars from Tupperware to personal rentals from agencies like Avis, Hertz and Budget in Boston, Philadelphia, New York City and Washington, the company keeps two buyers constantly on the road.

"I also have three mechanics working for me," said the 33-year-old entrepreneur. "One's in Pennsylvania, another in outstate New York and the third is here with us. Among them, they check every car we handle before we make a sale. We guarantee all engines, transmissions and frames."

Yorkville Auto has delivered cars to customers as far away as Texas, Minnesota, Illinois and California. Sixty percent are shipped direct from the company's sources, with the remaining 40 percent coming from headquarters in New York Mills.

To his surprise, Romanus said, the company has been hauling 70 percent of its sales with its own transports or through arrangements it makes with hauling companies.

Romanus comes by his auto interests and talents honestly: His father is a 45-year used-car-sales veteran and his brother has been in the business 20 years. Each runs a Yorkville Auto retail lot with Romanus operating the third one, adjacent to headquarters.

"At the end of last year, there were three of us here," he said from his office in New York Mills. "Today, we have a staff of 11 and I'm a long way from being finished."

Romanus advises customers of what's available by means of a monthly newsletter that lists cars coming out of fleet service. Beside dealers, he sells to businesses that include taxi companies and exporters.

The demand for late-model used cars is insatiable, he said. He hopes to increase his mailing list to include 1,000 names by the end of the summer, he added.

A new contract with two Thrifty Rent-A-Car companies provides Yorkville Auto with a customer now, a source in September. Romanus reported the sale of more than 200 former fleet cars to Thrifty with the understanding that he would buy them back at the end of summer at a cost minus depreciation.

"This will give me a feel for what will sell in the fall," he said.

Cars he retails have National Target warranties covering powertrain, towing expenses and rental costs in case of downtime for repairs.

Another new business idea he hopes to implement soon is a small rental operation that will provide insurance companies with replacement cars for customers whose vehicles have been totaled in accidents.

Petty named to head NHTSA public affairs

WASHINGTON.—Judy Petty, a former Arkansas state legislator, has been named director of NHTSA's office of public and consumer affairs. She has also been a newspaper columnist and a radio commentator.

Petty was chairman of the Arkansas Governor's Task Force on Drunk Driving and sponsor of the state's omnibus drunk-driving bill. She has also served on the board of directors of the National Assn. of Women Highway Safety Leaders.

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AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
APRIL, 1985 VERSUS APRIL, 1984

	1985 Month	1985 Year	1984 Month	1984 Year
AMC Alliance FWD	6,360	25,288	6,980	30,772
Encore FWD	4,394	17,040	5,250	22,571
Eagle 4WD	269	1,157	340	1,439
Eagle 4WD SW	715	3,837	1,277	6,037
TOTAL AMC	11,739	47,322	13,847	60,819
Chrysler Laser FWD	6,376	20,256	4,399	16,404
LeBaron GTS FWD	4,220	13,0550	0	0
LeBaron FWD	7,643	27,313	6,863	25,109
LeBaron SW FWD	658	2,456	819	3.278
E Class-NY FWD	4,862	19,187	6,416	26,526
NY Fifth Ave-Newpt	8,222	31,139	6,098	21,752
Imperial	0	0	0	0
Total	31,981	113,406	24,595	93,069
Plymouth Horizon FWD	9,073	37,744	6,476	25,695
Turismo FWD	6,035	22,671	3,896	13,870
Reliant FWD	9,915	38,235	7,962	33,436
Reliant SW FWD	4,010	11,615	3,279	13,091
Caravelle FWD	3,362	12,501	0	0
Gran Fury	1,670	6,153	1,513	4,334
Total	34,065	128,919	23,126	90,426
Dodge Omni FWD	7,883	31,294	5,502	21,203
Charger FWD	6,834	24,404	4,316	15,868
Daytona FWD	5,674	18,460	4,079	14,048
Aries FWD	8,161	31,185	5,995	25,281
Aries SW FWD	2,367	8,970	2,215	10,701
Lancer FWD	2,730	9,932	0	0
600'84/400'83 FWD	5,251	19,755	4,729	17,853
Diplomat	3,268	12,543	2,355	5,785
Mirada	0	0	0	0
Total	42,168	156,543	29,191	110,739
TOTAL CHRYSLER CORP.	108,214	398,868	76,912	294,234
Ford Escort FWD	20,792	89,944	21,703	83,696
Escort SW FWD	5,116	22,909	7,030	27,486
EXP FWD	2,488	11,034	2,257	7,502
Tempo FWD	34,821	118,461	21,040	82,874
LTD	14,394	50,598	12,610	44,928
LTD SW	4,155	14,694	4,966	18,049
LTD Crn. Victoria	12,701	44,066	12,631	41,097
LTD Crn. Victoria SW	2,369	8,665	2,872	10,035
Mustang	14,278	53,059	11,147	42,612
Thunderbird	14,790	49,698	13,606	52,479
Total	125,904	463,128	109 862	410,758
Lincoln Town Car	9,890	36,821	7,304	22,470
Mark VII	1,535	7,353	2,420	12,122
Continental	2,178	11,198	1,686	6,508
Total	13,603	55,372	11,410	41,100
Mercury Lynx FWD	4,649	18,850	4,187	16,943
Lynx SW FWD	963	4,183	1,137	4,583
LN7 FWD	0	0	0	0
Capri	1,428	5,363	1,473	6,695
Zephyr	0	0	0	0
Topaz FWD	10,282	32,489	5,889	24,671
Marquis	7,610	28,969	7,240	25,387
Marquis SW	901	3,210	1,143	4,309
Grand Marquis	11,186	39,932	10,846	37,572
Grand Marquis SW	1,056	4,136	1,310	4,820
Cougar	10,973	38,522	9,838	36,437
Total	49,048	175,654	43,063	161,417
Lincoln-Mercury Division Total	62,651	231,026	54,473	202,517
TOTAL FORD MOTOR CO.	188,555	694,154	164,335	613,275
Buick Skylark FWD	9,929	35,741	8,940	31,940
Skyhawk FWD	9,976	28,035	9,492	29,518
Skyhawk SW FWD	719	2,314	889	3,039
Somerset Regal FWD	8,462	27,203	0	0
Century FWD	14,729	56,263	15,913	53,787
Century SW FWD	2,067	8,288	2,726	8,543
Regal	7,874	32,877	15,318	62,762
Regal SW	0	0	0	0
LeSabre	11,050	42,992	11,783	45,790
Electra	0	0	5,246	22,657
Electra FWD	6,318	22,364	1,691	1,932
Buick SW	1,097	4,680	1,137	4,549
Riviera FWD	4,023	16,432	4,468	17,446
Total	76,244	277,189	77,603	281,963
Cadillac DeVille	202	1,342	10,468	39,866
DeVille FWD	7,593	28,078	1,199	1,402
Cimarron	2,621	6,336	1,428	5,926
Fleetwood & Chassis	3,653	14,656	3,941	15,659
Fleetwood FWD	2,639	10,854	505	595
Eldorado FWD	5,178	20,254	5,561	21,492
Seville FWD	2,465	9,754	2,918	11,157
Total	24,351	91,274	26,020	96,097
Chevrolet Nova	28	28	0	0
Chevrolet Chevette	9,087	42,129	15,811	61,971
Camaro	17,539	64,766	16,385	60,426
Cavalier FWD	39,503	114,726	23,718	82,919
Cavalier SW FWD	9,131	25,934	7,540	27,284
Citation FWD	6,427	24,343	9,323	35,365
Malibu	0	0	0	0
Malibu SW	0	0	0	0
Celebrity FWD	20,841	76,962	19,333	74,846
Celebrity SW FWD	6,633	24,149	8,591	27,467
Monte Carlo	10,376	35,404	11,787	44,914
Impala	4,053	16,261	4,600	16,465
Caprice	11,458	45,148	12,449	46,689
Chevrolet SW	4,647	17,670	4,875	17,754
Corvette	3,675	12,540	2,714	9,561
Total	135,398	500,060	136,829	505,661
Oldsmobile Omega FWD	0	0	4,097	14,725
Firenza FWD	5,700	16,485	3,511	13,142
Firenza SW FWD	1,232	3,774	1,124	4,241
Calais FWD	10,348	34,456	0	0
Cutlass Ciera FWD	25,215	84,736	18,480	67,140
Cutlass Ciera SW FWD	3,672	13,040	4,036	11,943
Cutlass Supreme-Calais	18,361	67,810	31,128	118,158
Cutlass SW	0	0	0	0
Delta 88	16,138	60,995	20,891	72,751
98	0	0	4,716	30,841
98 FWD	9,162	34,680	1,486	1,945
Oldsmobile SW	1,940	6,818	2,727	10,154
Toronado FWD	3,021	11,671	3,166	12,838
Total	94,789	334,465	95,362	357,878
Pontiac 1000	1,692	7,263	2,239	8,763
Firebird	9,508	31,371	8,421	31,202
Sunbird FWD	11,902	34,783	9,028	31,917
Sunbird SW FWD	838	2,745	956	3,809
Grand Am FWD	10,267	33,098	0	0
Phoenix FWD	0	0	1,083	4,360
Bonneville	4,350	16,737	5,809	23,109
Bonneville SW	0	0	0	0
6000 FWD	11,348	39,374	8,924	32,394
6000 SW FWD	1,138	4,340	1,625	5,954
Grand Prix	4,757	17,921	6,448	24,360
Parisienne	3,774	15,501	3,209	11,509
Pontiac SW	1,196	4,503	1,393	4,767
Fiero	11,832	30,349	9,102	33,753
Total	72,602	237,985	58,237	215,897
TOTAL GM CORP.	411,384	1,440,973	394,051	1,457,496
Miscellaneous Domestic	14	69	18	78
Domestic Station Wagon Total	56,620	202,930	63,667	231,893
Domestic Grand Total	719,906	2,581,385	649,163	2,425,902
Import Total	215,602	842,739	187,554	775,684
Grand Total All Registrations	935,508	3,424,125	836,717	3,201,586

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma in 1985 and New York and Oklahoma in 1984.

factories list auction dates

American Motors

June 25—Arena Auto Auction, Chicago; D-A Auto Auction, New Stanton, Pa., and High Point Auto Auction, High Point, N.C.

June 26—Columbus Fair Auto Auction, Obetz, O., and Central States Auto Auction, Mason City, Ia.

June 27—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind.; Northstar Auto Auction, Shakopee, Minn., and Corry Auto Auction, Corry, Pa.

Used Car Sales
Auction Averages

June to date	$5,281
Month ago	$5,204
Year ago	$5,571

Chrysler Corp.

June 25—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Golden Gate Auto Auction, Fremont, Calif., and Florida Auto Auction of Orlando, Ocoee, Fla.

June 26—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; Minneapolis Auto Auction, Plymouth, Minn., and Dallas Auto Auction, Grand Prairie, Tex.

June 27—Fredericksburg Auto Auction, Fredericksburg, Va., and Clanton's Auto Auction, Darlington, S.C.

June 28—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

June 26—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

June 27—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Big H Auto Auction, Houston, and Denver Auto Auction, Englewood, Colo.

General Motors

June 26—Brasher's Salt Lake Auto Auction, Salt Lake City, and Metro Auto Auction, Kansas City.

June 27—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago.

June 28—Nashville Auto Auction (special event sale), Nashville.

Model Breakdown
Auction Averages

	JUNE 1985	MAY 1985	APR. 1985
1985	$11,249	$11,515	$11,744
1984	$8,069	$8,553	$8,522
1983	$6,280	$6,474	$6,464
1982	$5,610	$5,381	$5,228
1981	$4,547	$4,399	$3,323
1980	$3,437	$3,266	$3,511
1979	$2,960	$2,706	$2,622
1978	$2,063	$2,039	$1,938
Overall Average	$5,281	$5,203	$4,928

Marketing & Media

Continued from Page 17

The group and ad agency Solemene & Associates developed the new theme to replace the old "Ford, a Texas Tradition" slogan. About 160 dealers in Northern and Panhandle Texas will use the theme.

Personnel stuff

The Automotive Information Council (AIC) has appointed **Charles F. Charpie** president and director of communications. Charpie is a veteran automotive publicist, with more than 30 years' experience.

McCann-Erikson has made several personnel moves of note.

Helen Seligman has been promoted to associate media director with planning responsibilities on the Buick and General Motors Overseas Distribution Corp. accounts. Seligman had been senior media planner.

Charles Van Becelaere is now assistant media planner. He had been a media buyer.

Deborah Fadool is now assistant media planner for Buick and Kelsey-Hayes. Fadool had been a media buyer.

Andrea Vaughn has been promoted from media estimator to media buyer on GMODC.

Susan Vircik is now a senior media estimator on the Buick account.

BBDO-Detroit has promoted **Bill Oswald** to group management supervisor for the Dodge car and truck accounts, as well as the production/traffic operations group.

Harry Grusche succeeds Oswald as management supervisor on Dodge car advertising.

Belts for school buses

ST. LOUIS.—The Wentzville (Mo.) School District has ordered seven 65-passenger buses with factory-installed seat belts at a total cost of $203,515.

FLORIDA

THE FLORIDA AUTO AUCTION OF ORLANDO INVITES YOU TO BE OUR GUEST

TUESDAY, JULY 2nd, 10:00 A.M.

A SPECIAL CONSIGNMENT of FLORIDA DAILY RENTAL VEHICLES

W/"TRANSPORTATION ASSISTANCE"
OVER 800 — 1985 MODELS
ALL DEALERS ARE WELCOME

From $50.00 to $250.00 will be paid on each purchase from this special group on sale day. Payments are based on the distance between the buying dealer and the auction. Only purchases from this special consignment will receive bonus.

200 UNITS BUDGET R.A.C. FLORIDA 200 UNITS

1985 Loaded, Low Mileage, 100% Reconditioned

'85 Ford Mustang Convertible
'85 Cougar w/V-Top
'84 Ford XLT. 9 pass., loaded
'85 Mer. Grand Marquis sdn.
'85 Chevette, Cavalier, & Caprice Classic sdn.
'85 Cadillac Fleet & SDV both (fwd & rwd)
'85 Cutlass Supreme w/buckets
'85 Toyota Camrey, Corolla, Celica, and Vans (Mark III)
'85 Pont. Bonneville
'85 LeSabre Limited (some collectors)
'85 Buick Park Ave.
'85 Ninety-Eight req.
'85 Trans Am, loaded
'85 Camaro
'85 Regal Ltd. w/buckets
'85 Voyager SE
'85 Caravan LE

200 UNITS VALUE 200 UNITS

Most are 1985 — Some are 1984

* Tempo G.L.
* Ford L.T.D.
* Chev. Cavalier
* Thunderbird
* Escort

35 UNITS NATIONAL 35 UNITS

* 1984 Olds Ciera
* 1985 Olds Cutlass, Buick, Regal, and Chev. Cavalier

100 UNITS PRECISION 100 UNITS

All 1985 Chrysler Products

* Caravan SE
* Fifth Avenue
* 600 Convertible
* LeBaron Convert.
* Voyager LE

150 UNITS ABRAHAM CHEVY 150 UNITS

* 1984 Cavalier
* 1985 Cavalier CS
* 1985 Camaro
* 1985 Celebrity
* 1985 Citation
* 1985 Chevette
* 1985 Skylark

150 UNITS MILLER MOTORS 150 UNITS

1985 Pontiac Gran Am (4 & 6 Cyl. LE)
1985 Olds Cutlass Calis Supreme
1985 Pontiac 6000 Wagons (Loaded)
1985 Cadillac Fleet. & Sed. (fwd)
1985 Trans Am, Grand Prix, Regal, Cutlass Supreme, Camaro Z-28 w/T-Tops

100 UNITS HERTZ 100 UNITS

* Thunderbirds
* Lynx
* Mustang
* Escorts
* LTD
* Cougar
* Firebirds
* 6000
* Sunbirds
* Horizon
* Tourisimo
* Camaro

100 UNITS BUDGET OF MIAMI 100 UNITS

* '85 Cadillac Coupe (fwd)
* '85 Park Ave.
* '85 Ninety-Eight Regency
* '85 Fireo
* '85 Cutlass Sup.
* '85 Regal

SEVEN LANE SELLING TUESDAY — OVER 2,500 VEHICLES WEEKLY

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classified want ads

CARS WANTED

WANTED. Top dollar paid any year stretch limousines, used Mercedes-Benz's. Call Jack, 213-839-9417.

MIDWEST BUYER will buy all makes 1980 and up police cars. Call Joe Vaught at 913-290-3032, 780-5815, anytime. Dealer and bank references furnished.

ISUZU IMPULSES & HONDAS WANTED
Town & Country Honda
Call Jay or Ed
703-494-5116

MERCEDES, BMW, PORSCHES, Volvos wanted. Will pick up anywhere. John Weiss, Brentwood Ferrari, St. Louis, 314-962-9001.

WANTED: NICE, low mileage BMW, Mercedes, Porsche, Volvo, etc. with no damage history. Call Terry Simpson, The Autostore, Bowling Green, Kentucky. 502-781-3391. No grey market cars.

WANTED
DODGE VANS
Top Dollar Paid
With NVDR Cards
Call Bob Dovner
SILVER CITY DODGE
Raynham, Mass.
617-822-7161

MIDWEST BUYER will buy all makes 1980 and up police cars. Call Joe Vaught at 913-290-3032, 780-5815, anytime. Dealer and bank references furnished.

WANTED- Used Limousine- Cadillac or Oldsmobile only. Stretch model. Full size. Must have side bar. Contact John Patchett at Dick Haskins Olds-GMC 315-458-3630.

WANTED
TOP DOLLAR PAID
ANY YEAR STRETCH LIMOUSINES
USED MERCEDES BENZ
& ROLLS ROYCES
Call: Jack, **213-839-9417**

CARS WANTED

NEW TOYOTAS
WANTED
List Price Paid
CARS & 4x4 TRUCKS
Call DENIS DAGGER
SOUTH SHORE TOYOTA
AMITYVILLE, NEW YORK
516-789-2700

WANTED. Top dollar paid any year stretch limousines, used Mercedes-Benz's. Call Jack, 213-839-9417.

NEEDED
1985 SUBARUS
Budget Rent-A-Car
Cal Hartline
215-345-4661

MERCEDES, BMW, PORSCHES, Volvos wanted. Will pick up anywhere. John Weiss, Brentwood Ferrari, St. Louis, 314-962-9501.

WANTED: NICE, low mileage BMW, Mercedes, Porsche, Volvo, etc. with no damage history. Call Terry Simpson, The Autostore, Bowling Green, Kentucky 502-781-3391. No grey market cars.

WANTED
ALL USED POLICE CARS
Large Taxi Fleet
Will Pay Top Dollar
Call Lou at:
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Phone orders also taken — Call MARIE HINGST, 313-446-6065

NEW TRUCK SALES BY MAKE AND GVW CLASS

APRIL 1985 VS. 1984*

		Group 1 6,000 lbs and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Apr. '85	.....	.....	.....	.....	.....	.....	.....	145	145
	Apr. '84	.....	.....	.....	.....	.....	.....	.....	137	137
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	483	483
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	373	373
CHEVROLET	Apr. '85	57,680	40,604	2,398	.....	14	358	913	30	101,977
	Apr. '84	46,527	40,984	3,247	.....	27	362	632	47	91,826
	Year to Date '85	208,283	156,126	8,556	.....	70	1,762	3,383	124	378,304
	Year to Date '84	174,643	155,705	12,132	.....	79	1,547	2,342	143	346,591
(Memo Units)#	Apr. '85	43,764	15,702	.....	.....	.....	.....	.....	.....	59,466
	Apr. '84	31,926	16,056	.....	.....	.....	.....	.....	.....	47,982
	Year to Date '85	157,457	58,484	.....	.....	.....	.....	.....	.....	215,971
	Year to Date '84	119,061	61,935	.....	.....	.....	.....	.....	.....	180,996
DODGE	Apr. '85	32,320	14,546	.....	.....	.....	.....	.....	.....	46,866
	Apr. '84	23,608	11,431	.....	.....	.....	.....	.....	.....	35,039
	Year to Date '85	119,529	54,470	.....	.....	.....	.....	.....	.....	173,999
	Year to Date '84	85,498	43,310	.....	.....	.....	.....	.....	.....	128,808
(Memo Units)#	Apr. '85	24,232	7,574	.....	.....	.....	.....	.....	.....	31,806
	Apr. '84	17,268	7,181	.....	.....	.....	.....	.....	.....	24,447
	Year to Date '85	87,889	28,395	.....	.....	.....	.....	.....	.....	116,284
	Year to Date '84	59,446	26,909	.....	.....	.....	.....	.....	.....	86,355
FORD	Apr. '85	60,375	43,397	.....	.....	.....	914	3,532	1,378	109,596
	Apr. '84	27,541	67,038	.....	.....	.....	894	2,224	955	98,652
	Year to Date '85	232,151	156,615	.....	.....	.....	4,209	10,511	4,382	407,868
	Year to Date '84	100,825	248,385	.....	.....	.....	4,082	7,295	3,267	363,854
(Memo Units)#	Apr. '85	40,933	14,531	.....	.....	.....	.....	.....	.....	55,464
	Apr. '84	27,175	21,632	.....	.....	.....	.....	.....	.....	48,807
	Year to Date '85	161,818	51,455	.....	.....	.....	.....	.....	.....	213,273
	Year to Date '84	97,532	82,291	.....	.....	.....	.....	.....	.....	179,823
FREIGHTLINER	Apr. '85	.....	.....	.....	.....	.....	.....	.....	1,965	1,965
	Apr. '84	.....	.....	.....	.....	.....	.....	.....	1,489	1,489
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	6,122	6,122
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	4,510	4,510
GMC	Apr. '85	13,740	11,185	192	.....	580	372	1,467	1,137	28,673
	Apr. '84	10,877	11,413	113	.....	167	394	1,073	923	24,960
	Year to Date '85	47,986	41,621	2,111	.....	2,077	1,705	5,213	3,958	104,671
	Year to Date '84	40,424	42,862	389	.....	649	1,668	3,950	3,262	
										93,204
(Memo Units)#	Apr. '85	10,141	3,996	.....	.....	.....	.....	.....	.....	14,137
	Apr. '84	6,697	4,318	.....	.....	.....	.....	.....	.....	11,015
	Year to Date '85	34,498	14,338	.....	.....	.....	.....	.....	.....	48,836
	Year to Date '84	24,859	15,393	.....	.....	.....	.....	.....	.....	40,252
INTERNATIONAL	Apr. '85	.....	.....	.....	.....	.....	2,593	1,438	2,877	6,908
	Apr. '84	.....	.....	.....	.....	.....	1,417	1,168	2,537	5,122
	Year to Date '85	.....	.....	.....	.....	.....	7,720	5,118	10,056	22,894
	Year to Date '84	.....	.....	.....	.....	.....	4,764	4,174	8,167	17,105
JEEP	Apr. '85	10,788	1,217	.....	.....	.....	.....	.....	.....	12,005
	Apr. '84	9,581	1,605	.....	.....	.....	.....	.....	.....	11,186
	Year to Date '85	44,246	6,137	.....	.....	.....	.....	.....	.....	50,383
	Year to Date '84	35,837	7,372	.....	.....	.....	.....	.....	.....	43,209
(Memo Units)#	Apr. '85	10,788	1,065	.....	.....	.....	.....	.....	.....	11,853
	Apr. '84	9,581	1,286	.....	.....	.....	.....	.....	.....	10,867
	Year to Date '85	44,246	5,439	.....	.....	.....	.....	.....	.....	49,685
	Year to Date '84	35,837	6,122	.....	.....	.....	.....	.....	.....	41,959
KENWORTH	Apr. '85	.....	.....	.....	.....	.....	.....	.....	1,260	1,260
	Apr. '84	.....	.....	.....	.....	.....	.....	.....	1,115	1,115
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	3,877	3,877
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	4,587	4,587
MACK	Apr. '85	.....	.....	.....	.....	.....	378	78	2,580	3,036
	Apr. '84	.....	.....	.....	.....	.....	363	44	1,425	1,832
	Year to Date '85	.....	.....	.....	.....	.....	1,401	371	8,546	10,318
	Year to Date '84	.....	.....	.....	.....	.....	1,021	126	5,195	6,342
MERCEDES-BENZ	Apr. '85	.....	.....	.....	.....	.....	209	145	.....	354
	Apr. '84	.....	.....	.....	.....	.....	116	54	.....	170
	Year to Date '85	.....	.....	.....	.....	.....	992	603	.....	1,525
	Year to Date '84	.....	.....	.....	.....	.....	441	202	.....	643
PETERBILT	Apr. '85	.....	.....	.....	.....	.....	.....	.....	1,133	1,133
	Apr. '84	.....	.....	.....	.....	.....	.....	.....	984	984
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	4,043	4,043
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	3,789	3,789
PLYMOUTH	Apr. '85	9,521	.....	.....	.....	.....	.....	.....	.....	9,521
	Apr. '84	7,269	18	.....	.....	.....	.....	.....	.....	7,287
	Year to Date '85	33,512	.....	.....	.....	.....	.....	.....	.....	33,512
	Year to Date '84	24,211	77	.....	.....	.....	.....	.....	.....	24,288
VOLVO	Apr. '85	.....	.....	.....	.....	.....	.....	120	76	196
	Apr. '84	.....	.....	.....	.....	.....	.....	107	37	144
	Year to Date '85	.....	.....	.....	.....	.....	.....	458	295	753
	Year to Date '84	.....	.....	.....	.....	.....	.....	405	146	551
WESTERN STAR	Apr. '85	.....	.....	.....	.....	.....	.....	.....	103	103
	Apr. '84	.....	.....	.....	.....	.....	.....	.....	37	37
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	387	387
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	149	149
WHITE	Apr. '85	.....	.....	.....	.....	.....	.....	.....	776	776
	Apr. '84	.....	.....	.....	.....	.....	.....	.....	407	407
	Year to Date '85	.....	.....	.....	.....	.....	.....	.....	3,046	3,046
	Year to Date '84	.....	.....	.....	.....	.....	.....	.....	2,533	2,533
MISCELLANEOUS◦	Apr. '85	71,477	944	295	83	35	12	33	157	73,036
	Apr. '84	54,380	709	21	42	.....	9	10	106	55,277
	Year to Date '85	272,072	3,494	942	314	85	39	120	869	277,735
	Year to Date '84	205,846	2,189	52	193	.....	12	28	276	208,596
TOTALS	Apr. '85	255,881	111,893	2,885	83	629	4,836	7,726	13,617	397,550
	Apr. '84	179,783	133,198	3,381	42	194	3,555	5,312	10,199	335,664
	Year to Date '85	957,779	418,463	11,609	314	2,232	17,758	25,777	45,993	1,479,920
	Year to Date '84	667,284	499,900	12,573	193	728	13,535	18,522	36,397	1,249,132

*—Manufacturers' sales records used for compiling Oklahoma in 1985 and New Yorkand Oklahoma in 1984.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy Van, El Camino and Blazer; Dodge, compact trucks; Ford, Econoline and Bronco; GMC, Vandura and Jimmy. ◦—Miscellaneous includes imports, FWD, narrchdoors, Oshkosh, etc. —Compiled from R. L. Polk & Co. data

Inventory climbs to 297,000 cars, a 27-month high

Japanese boost import stockpile

Continued from Page 1

ers clearly were stockpiling in anticipation of better sales to come.

By country of origin, the car inventory was split this way on June 1: Japan, 53.79 percent; Germany, 33.32 percent, and other European countries, 12.89 percent.

One month ago the split was Japan, 49.22 percent; German, 36.77 percent, and other Europeans, 14.01 percent.

There was a 20-day supply of Japanese cars on June 1. That's still uncomfortably low, and lower than last month's 23-day supply when Japanese cars were selling more slowly because there were fewer to sell.

The German June 1 days-supply figure was 59 days, well within the ideal range, compared with 70 days, also a comfortable import figure, on May 1. Stocks of other European makes were similarly well situated on June 1 and May 1: 46 and 55 days, respectively.

Chevrolet's Isuzu-built Spectrum, which had been overstocked and selling slowly, raised its sales rate last month, trimming its inventory from 103 days on May 1 to 85 days. The hot-selling Chevy Sprint, built by Suzuki, was selling faster, but Chevy stockpiled them even faster; Sprint's days-supply level rose from 41 to 66.

Chrysler Corp.'s largest-volume Mitsubishi-built cars saw big jumps in days-supply levels, but those, too, were due to stockpiling; their sales rates rose last month.

Plymouth Colt's days-supply figure rose from 48 days to 80; Dodge Colt's, from 48 to 76. On the other hand, Chrysler inventories of Conquests stayed steady while sales rose, trimming days' supplies of the Plymouth Conquest from 123 days to 77 and of the Dodge Conquest from 128 days to 78.

Audi trimmed its days-supply figure mostly by increasing its sales. BMW's jump from 65 days to 87 days was due to an increase in shipments; sales rose during the month. Merkur, the new German-assembled Ford Motor Co. car, remained overstocked as sales held steady. German Volkswagens took a big sales jump, trimming the days-supply figure from 78 to 51.

Alfa Romeo's decreased days-supply figure can be attributed to a slight sales increase. Peugeot increased its sales and increased its shipments even more, raising its days' supply from 71 to 85.

Renault was one of the few importers to increase its days-supply number by decreasing its selling rate: Not good, since its stockpile rose from an already bloated 192 days to 262. Those numbers apply only to its imported models.

The only big change among truck stocks was a big jump by Mitsubishi from 17 days to a more-normal 41. Sales were down during the month, but that was probably because there weren't enough trucks to sell when the supply fell to 17 days.

Japanese cars and their June 1 days' supplies: Honda imports, 7; Toyota, 9; Mazda, 20; Subaru, 22; Nissan, 28; Mitsubishi 28; Chrysler, 75; Chevrolet, 80, and Isuzu, 82.

The Chrysler captive imports included Dodge Vista, 66; Plymouth Vista, 72; Dodge Colt, 76; Plymouth Conquest, 77; Dodge Conquest, 78, and Plymouth Colt, 80. As noted, the Chevrolet captives were Sprint, 66, and Spectrum, 85.

German models and their days' supplies: Mercedes-Benz, 35; VW imports, 51; Porsche, 56; Audi, 70; BMW, 87, and Merkur, 128.

Models from other countries: Jaguar, 23; Alfa Romeo, 26; Volvo, 46; Saab, 50; Peugeot, 85, and Renault, 261.

Truck makers and their days-supplies were: Mazda, 19; Toyota, 23; Nissan, 34; Mitsubishi, 41; Chrysler, 46, and Isuzu, 62.

NHTSA upgrades investigation of Nissan Z-cars

Continued from Page 3

trunk lids falling on people were few and generally involved "minor injury" such as a bumped head, bruises and minor cuts. The spokesperson said that people usually have forewarning as to when the lid is going to fall.

In the matter of horns allegedly not working, particularly in cold weather, NHTSA said it knew of no accidents stemming from that alleged defect and that the horns would work in cold weather provided they were pushed hard enough.

The Center for Auto Safety blasted that reasoning. It asked, "How badly do people have to get hurt to convince NHTSA that an acknowledged defect is safety-related?"

The CAS continued, "The recall laws do not distinguish between disabling and lesser injuries. Clearly, a 50-pound lid suddenly falling on your head represents a threat to anyone's safety, particularly senior citizens who own most of the cars in question."

A GM spokesman said the company had produced approximately 4.3 million large cars and about 2 million X-cars that might have been afflicted with the alleged problems. He added that the company agreed with the NHTSA assessment.

GM sent service bulletins to its dealers concerning both the horn and lid and hatch problems in 1984.

Cadillac for nine passengers

This front-wheel-drive Cadillac six-door, nine-passenger limousine comes from American Custom Coachworks, Ltd., with a suggested retail price of $34,900. The firm is in Beverly Hills, Calif.

Chevrolet Nova a winner; intro excellent, dealers say

Continued from Page 1

buyers," Johnson said.

E.A. Bush, Bush Chevrolet, Tiffin, O., said his dealership already had written two sold orders with imports as tradeins.

"We took two Volkswagens (Rabbits) in trade," Bush said. "I'm very happy with the way things are going. We've had a definite increase in floor traffic."

In the depressed steel country around Lowell, Ind., there was less action.

"It's looks favorable, and I'm sure it will take off," said Dean Henry of Snell Chevrolet.

"But we haven't had the turnout we'd expected."

Henry said his dealership had only one Nova in stock and had written only one sold order. "Once the word gets around, things will pick up," he said.

Nick Stanulis, sales manager for Weber Chevrolet, St. Louis, said Nova accounted for one-third of the dealership's sales on the introductory weekend and that prices were in the $9,000-plus range.

In the prime import market of Ann Arbor, a near-Detroit city that is home of the University of Michigan, Rampy Chevrolet sold five of the eight cars it had in stock within the first few days.

"I feel very good about the Nova," said dealer Jeff Rampanelli.

Rampanelli, who also sells Nissan, said his Saturday showroom traffic was outstanding.

"This is a very strong import market and we're going to do very well with the Nova," he said.

The whole question of how well the Nova will fare against Japanese makes remains unanswered, although dealers already are forming opinions.

Gregg Foster, sales manager at Bob McEnerney Chevrolet, Sedalia, Mo., said he is going to pitch the car head-to-head against the imports.

"There's no doubt about it, we're going to get some of Toyota's business," Foster said. "The fact that this car is part Chevrolet and part Toyota will be very important."

Another dealer in Sedalia had a little different opinion, however. General Sales Manager Bob Pressler, of Town & Country Motors, which sells Toyota among other makes, disagreed.

"I don't think it's going to affect the Toyota business," Pressler said. "This is a rural community and it could take a year or so for the Nova to be established. So far, they haven't hurt me."

While that question remains unanswered, it was clear that Chevrolet dealers expect big things from Nova, including some of the perceived benefits of imported makes.

"We're looking for profits," said John Wells, general manager at Payton Wells Chevrolet, Indianapolis.

"This is the best little car Chevy's had in some time," he said. "We deserve full sticker, just like the imports."

Daihatsu to offer minicar in U.S. market in 1987

Continued from Page 1

inches long and 61.0 inches wide. It is offered in Japan in both two-door and four-door hatchback versions. Like the Suzuki Sprint sold in the U.S., it is powered by a three-cylinder engine. Gasoline versions of the 993-cc engine range from 55 HP to a turbocharged 80-HP unit. Three-cylinder diesels are rated at 38 HP and, with turbo, 50 HP.

The Italian minicar Innocenti has been powered by Daihatsu's three-cylinder engines for several years. Innocentis have been sold in Canada for about a year, but the engines do not meet U.S. emission standards.

Daihatsu did not indicate which power plant or body style would be brought to the U.S.

Charade is an inch shorter than the Chevy/Suzuki Sprint, which also is powered by a 1.0-liter engine. Sprint has proved a runaway sales success—limited severely by quotas—on the West Coast and is scheduled to be introduced in the rest of the U.S. this year.

Comparing Charade to Chevrolet Chevette, the Daihatsu comes in about 21 inches shorter and about 600 pounds lighter.

Daihatsu sells a Cuore hatchback series 13 inches shorter than Charade. The cars are powered by two-cylinder engines. Above Charade are the Charmant sedans with four-cylinder engines and an overall length of 164 inches—about the same as Chevette.

Daihatsu sold 412,139 vehicles in 1984, an increase of 12.4 percent over 1983. Its export sales rose 6.6 percent to 140,633 units last year.

In effort to reduce break-even point

Renault to trim output, workforce

Continued from Page 3

Project car was to be made. Investment has been completed in Vilvorde to allow the plant to make a car model larger than the R9-R11, the Alliance-Encore's European sisters.

Regarding AMC-Renault's model lineup in the U.S., the French company is to kill the Fuego coupe this month.

Besse also plans to restructure the company's dealer network in France. This network consists of more than 600 main dealerships and some 10,000 service and selling points, many of them very small. The market in France is about 1.7 million cars, of which Renault holds a 31 percent share. For two years, many dealers have been in trouble.

Renault also will restructure its supplier network to seek cost and quality improvements and will buy components abroad when it will provide any advantage. Inventories will be cut as will all "unnecessary" spending.

The French state-owned company will cut the Car Division's workforce in France to 77,000 by the end of 1986, down 21,00 or 21 percent from the level at the end of 1984. The plan involves 12,000 departures this year and 9,000 next year.

All the redundancies should be of the "soft" kind, including early retirements at 55, voluntary return to their native countries for immigrant workers and other voluntary departures linked with paid retraining programs and financial incentives.

The plan is essentially similar to that proposed by Hanon last October, except that Hanon did not specify the total number of departures he wanted and his proposals were more sympathetic to the workers. At that time, the unions refused the idea.

This time, most of them accepted the Besse plan as long as it doesn't involve any firings.

It is not known how many of the jobs to be cut are white-collar, but it is known that the reduction percentage to be achieved among the "indirect work force" will be higher than among the shop-floor personnel.

During the board meeting, Renault announced some structural changes in its organization.

Taking a big quality problem into account, Besse created a new job of "general inspector for quality" and gave it to Pierre Tiberghien. A chief of R&D a few years ago, Tiberghien had been appointed to head the Car Division by Hanon at the end of 1982. Two years later, Hanon replaced him with Pierre Semerena.

Two months later, Hanon himself was dismissed by the French Administration in favor of Besse, who recently took the reins of the Car Division from Semerena.

Management of the North American market will be incorporated in the general marketing department, under the direction of Jean Phelupt. The North American territory was previously a special operation, under the management of Michel Leclere-Bessonnet.

That organization dated back to the days when Renault was in the early stages of its negotiations with AMC. Now that AMC handles the whole North American car business for Renault, the separate structure is no longer needed.

Automotive Industries undergoes shakeup

DETROIT.—Chilton Co.'s Automotive Industries magazine has a new editor and will move its editorial offices to Detroit from Pennsylvania, the company said.

John McElroy, previously Detroit editor, has been named editor-in-chief, replacing Ira G. Black, who has left the company. McElroy said the editorial staff will gradually be moved from Chilton headquarters in Radnor, Pa., to Detroit. The publication already has sales representation in Detroit.

Chilton is owned by American Broadcasting Cos. Inc., which in turn was recently acquired by Capital Cities Communications.

Poling named to board

NEW YORK.—The Committee for Economic Development, a national organization of business and academic leaders, has elected Harold A. (Red) Poling, Ford Motor Co. president, to its board of trustees.

With more Saturday overtime

Week's build rebounds to 171,436

By Louise Kertesz
Detroit Reporter

Domestic makers estimated production of 171,436 cars last week, 4.39 percent more than the previous week's 164,228 and 8.61 percent more than the year-ago week's 157,850.

So far this year, 4,235,521 cars have been assembled, 3.20 percent more than the 4,104,201 finished last year at this point.

Last week's estimated production was shared as follows: General Motors, 57.52 percent; Ford Motor Co., 19.16 percent; Chrysler Corp., 18.78 percent; Honda of America Mfg. Co., 1.84 percent; Volkswagen of America, 1.10 percent; New United Motor Mfg. Co., 0.85 percent, and Nissan Motor Mfg. Co., U.S.A., 0.75 percent.

American Motors' Kenosha facility is closed this week (June 24) for the second of two weeks' vacation. It will also be closed the week of July 1, with the four working days that week tagged for inventory adjustment. It is scheduled to reopen July 8.

GM scheduled two overtime shifts Saturday (June 22) at the following plants: Pontiac (G-Line); Detroit; Arlington, Tex.; Fairfax, Kans.; Lakewood, O.; Janesville, Wis.; Leeds, Mo., and Lordstown, O.

Chrysler slated its Belvidere (Ill.), St. Louis (Nos. 1 and 2) and Jefferson (Detroit) plants for two overtime shifts Saturday.

This week, the Belvidere and St. Louis plants are scheduled to operate two nine-hour daily shifts, and the Jefferson plant is slated for two 8½-hour daily shifts.

Ford has scheduled daily overtime this week at its plants in Lorain, O.; Dearborn; Edison, N.J.; Wayne, Mich.; Wixom, Mich., and Kansas City.

New Jersey dealers to ask state to ban 2-tier pricing

By John A. Russell
New York Staff Writer

TRENTON, N.J.—The New Jersey Automobile Dealers Assn. voted last week to seek state legislation on fleet subsidies, including a prohibition against two-tier pricing.

The board of trustees of the association, by a vote of 49 to 0, made the move in reaction to the NADA position that it would drop its fight against two-tier pricing and seek a compromise on this issue in Congress. NADA directors voted to pursue federal legislation that also would prohibit state actions on this issue.

Charles Walton, president of the New Jersey association, said the NJADA board "voted to seek Oklahoma-type legislation in the state."

Oklahoma legislation caused a furor in that state two years ago, and General Motors' successfully lobbied to kill the bill. It would have required that dealers be sold cars at prices no higher than those given any other party in any state.

This legislation would have barred manufacturers from offering their cars to fleets for less than dealer costs.

Walton said the NJADA trustees were reacting to the NADA board's proposed six-point "platform for negoiations" with federal legislators.

Walton said his association hopes other state dealer groups take the same position and move for state legislation. The NJADA will act as a clearinghouse for information as well as coordinate the effort, he said.

The NJADA believes the fleet subsidy should be reckoned with on the federal level, he said. it made its move for state legislation out of "fear and concern" on the preemption issue, he said.

"They (trustees) don't feel we can sit and wait on NADA," Walton said.

NADA Executive Vice President Frank McCarthy has stated previously that the issue of preemption must be embodied in any federal legislation.

According to Walton, NJADA would have sought Oklahoma-style legislation in this state one or two months ago, but it was waiting for NADA to reach a conclusion.

Four more states enact seat-belt laws

DETROIT.—Governors of four more states have signed seat-belt-use laws—Oklahoma, Nebraska, Hawaii and Texas, bringing to 12 the number of states that have such laws.

The others are New York, New Jersey, Illinois, Michigan, New Mexico, Missouri, Indiana and North Carolina.

Truck production climbs 1.62 pct.; 75,960 assembled

U.S. manufacturers planned to build 75,960 trucks last week, 1.62 percent more than the previous week's 74,751 and 13.65 percent more than the year-ago week's 66,834.

Year-to-date, 1,712,460 trucks have been completed, 10.18 percent more than the 1,554,283 assembled last year at this time.

Ford Motor Co.'s Norfolk plant is down this week (June 24) to improve its paint and assembly facilities.

Ford's Twin Cities plant is also down this week, to retool for the launch of the 1986-model F-Series. The plant is also retooling to produce the 1986 Ford Ranger, which has never been built at the plant before.

The two plants will be down a total of three weeks, since all Ford plants will be closed for vacation the first two weeks of July.

Ford has scheduled daily overtime this week at its plants in Wayne, Mich.; Kansas City; Lorain, O., and Louisville.

General Motors scheduled two overtime shifts Saturday (June 22) at its Flint (No. 2) and Pontiac (No. 2) plants.

Chrysler Corp. has scheduled two nine-hour daily shifts this week at its Warren (Mich.) plant.

Gaining on '84, Canadian cars top 500,000

Year-to-date Canadian car production passed the 500,000 mark Monday, June 17, 12 days behind 1984.

With the makers continuing to schedule weekly builds at the highest levels in over two years, the production lag behind 1984 has now dropped below 8 percent, from a peak of 15.21 percent during the week ended April 13.

So far this year, 523,316 cars have been assembled, 7.70 percent behind the 566,983 completed last year at this point.

The manufacturers targeted assembly of 26,230 cars last week, 4.70 percent more than the previous week's 25,052. Last week's estimate topped the 25,809 total for the week ended June 8, which was the best weekly production since the week ended May 14, 1983, when 27,994 cars were built.

Last week's scheduled production was about the same as (up 0.75 percent) the year-ago week's 26,034.

Volvo's Halifax (N.S.) plant lost production of about 200 cars during the week ended June 15, due to a parts shortage.

Truck makers expected to build 19,793 units last week, 3.82 percent more than the previous week's 19,065 and 4.99 percent more than the year-ago week's 18,853.

Year-to-date, 446,079 trucks have been assembled, 6.68 percent more than the 418,156 completed last year at this time.

U.S. CAR PRODUCTION

	Week Ended June 22, 1985	Week Ended June 23, 1984	Week Ended June 15, 1985	June to Date	Jan. 1 to June 23, 1984	Jan. 1 to June 22, 1985
AMERICAN MOTORS	0	0	3,326	7,089	95,648	54,142
Renault Total	0	0	3,326	7,089	95,648	54,142
Alliance	0	0	2,056	4,276	51,180	33,039
Encore	0	0	1,270	2,813	44,468	21,103
CHRYSLER CORP.	32,200	28,221	29,744	94,302	662,781	693,147
Plymouth Total	9,000	7,254	7,956	25,623	193,933	200,521
Horizon	3,700	3,698	3,189	10,181	79,868	73,567
Reliant	4,000	2,753	3,465	11,118	99,235	89,780
Caravelle	1,000	255	960	3,194	4,762	27,589
Gran Fury	300	548	342	1,130	10,068	9,575
Chrysler Total	11,000	10,292	10,096	32,210	222,653	229,554
LeBaron	2,500	3,285	2,145	6,923	67,255	54,563
LeBaron GTS	2,800	0	2,720	8,201	0	50,588
Laser	1,400	1,910	1,428	4,440	40,402	28,531
New Yorker/E-Class	1,900	2,484	1,590	5,349	56,916	37,582
Fifth Avenue	2,400	2,613	2,213	7,297	58,080	58,290
Dodge Total	12,200	10,675	11,692	36,469	246,195	253,072
Omni	3,500	3,469	2,987	9,415	75,632	73,580
Aries	2,800	2,756	3,137	9,441	78,809	72,781
Daytona	1,400	1,245	1,201	4,121	30,190	25,668
Dodge 600	1,600	2,104	1,495	4,893	42,768	36,537
Lancer	1,800	0	1,856	5,380	0	36,395
Diplomat	1,100	1,101	1,016	3,219	18,796	18,111
FORD MOTOR	32,854	37,828	33,382	98,764	890,001	862,101
Ford Division	21,011	23,676	20,841	63,028	580,102	572,544
Escort	7,630	6,884	7,403	22,449	179,793	161,806
Mustang	3,763	3,284	3,698	11,484	68,256	91,226
LTD	2,881	4,590	2,997	8,767	111,571	114,829
Thunderbird	2,716	2,564	2,733	8,297	80,901	98,992
Crown Victoria	0	1,628	0	0	38,694	7,122
EXP	0	1,107	0	0	16,784	3,838
Tempo	4,021	3,619	4,010	12,031	84,103	94,731
L-M Division	11,843	14,152	12,541	35,736	309,899	289,557
Mercury Total	8,315	9,999	9,008	25,114	223,627	207,865
Lynx	1,615	1,394	1,645	4,902	34,265	36,804
Capri	740	175	703	1,567	9,149	8,633
Marquis	1,449	2,659	2,113	5,147	57,676	57,729
Cougar	3,382	3,114	3,408	10,081	52,851	70,944
Grand Marquis	0	1,976	0	0	48,343	4,733
Topaz	1,129	681	1,139	3,417	21,343	29,022
Lincoln Total	3,528	4,153	3,533	10,622	86,272	81,692
Continental	489	1,093	499	1,475	18,988	14,016
Lincoln	2,645	2,596	2,651	7,968	50,761	58,643
Mark VI/VII	394	464	383	1,179	16,523	9,033
GENERAL MOTORS	98,622	88,975	89,972	289,190	2,336,714	2,478,914
Buick Total	21,456	20,237	18,187	59,503	508,212	499,514
Skylark	0	2,288	0	0	49,528	40,953
Skyhawk	2,804	3,081	2,970	8,019	79,861	56,147
Somerset Regal	1,460	8	437	3,650	0	59,615
Century	5,967	4,741	5,630	17,645	111,911	129,106
Regal	3,860	3,814	2,746	9,939	111,660	61,560
LeSabre/Electra(rwd)	3,156	3,541	2,799	8,951	109,422	70,547
Riviera	1,552	863	1,566	4,664	26,150	33,472
Electra(fwd)	2,637	1,881	2,039	6,635	19,680	48,114
Cadillac Total	7,071	6,715	6,879	21,684	166,235	183,939
Cimarron	638	310	546	1,836	9,008	14,466
Seville	685	757	693	2,065	20,891	19,677
Eldorado	1,340	1,700	1,360	4,042	39,756	36,920
Cadillac (rwd)	505	1,954	431	2,101	75,763	26,877
DeVille (fwd)	3,903	1,994	3,849	11,640	20,817	85,999
Chevrolet Total	34,466	30,647	31,051	99,718	798,582	854,264
Chevette	3,638	2,503	2,954	10,010	100,889	80,473
Cavalier	11,275	9,776	9,792	32,120	207,226	247,189
Celebrity	5,659	6,514	5,617	16,968	150,041	142,126
Camaro	5,005	5,748	5,160	15,131	131,928	117,576
Citation	0	2,172	0	0	55,156	28,697
Malibu/El Camino	0	0	0	0	16,346	0
Monte Carlo	2,536	1,549	2,187	7,190	61,733	75,143
Chevrolet	5,353	1,775	4,338	15,292	58,979	141,000
Corvette	1,000	610	1,003	3,007	16,284	22,060
Oldsmobile Total	23,312	20,674	21,094	66,910	585,999	615,397
Omega	0	915	0	0	25,868	0
Firenza	1,335	1,285	1,127	3,517	38,643	34,566
Cutlass Supreme	6,629	3,376	5,326	18,350	150,575	115,957
Cutlass Ciera	6,584	5,632	6,946	20,406	141,106	183,697
88/98 (rwd)	5,703	6,652	4,844	15,648	184,128	118,408
Olds 98 (fwd)	2,398	1,737	2,178	6,759	21,877	69,310
Calais	0	0	0	2,228	0	73,034
Toronado	663	1,077	673	2,002	23,702	20,415
Pontiac Total	12,317	10,702	12,761	39,365	277,686	325,800
Acadian**	0	308	264	434	8,774	6,796
2000 Sunbird	2,360	3,418	2,880	6,578	75,214	66,015
1000	461	773	808	2,041	20,532	15,146
Firebird	2,393	3,079	2,532	7,589	56,919	61,322
Phoenix	0	884	0	0	12,405	0
6000	1,500	0	1,342	4,350	0	23,036
Grand Prix/Bonneville	0	0	0	0	29,733	0
Parisienne	1,709	417	1,696	5,686	14,244	35,810
Fiero	2,490	1,823	2,697	7,864	59,865	57,007
Grand Am	1,404	0	542	4,823	0	60,668
HONDA	3,150	2,826	3,057	9,236	63,626	78,832
NISSAN	1,280	0	1,214	3,648	0	8,497
NUMMI (Nova)*	1,450	0	1,250	3,750	0	10,450
VOLKSWAGEN	1,880	0	2,283	6,482	55,431	49,438
Total Cars, U.S.	171,436	157,850	164,228	512,451	4,104,201	4,235,521
Total Cars, Canada	26,230	26,034	25,052	77,091	566,983	523,316
N. American Cars	197,666	183,884	189,280	589,542	4,671,184	4,758,837
N. American Trucks	95,753	85,687	93,816	285,821	1,972,439	2,158,539
North American Cars and Trucks	293,419	269,571	283,096	875,363	6,643,623	6,917,376

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

CANADIAN CAR PRODUCTION

	Week Ended June 22, 1985	Week Ended June 23, 1984	Week Ended June 15, 1985	June to Date	Jan. 1 to June 23, 1984	Jan. 1 to June 22, 1985
AMERICAN MOTORS	410	610	0	820	12,240	5,502
FORD MOTOR	11,386	10,696	11,325	34,106	223,796	251,705
GENERAL MOTORS	14,209	14,504	13,703	41,708	325,521	260,934
VOLVO	225	225	24	457	5,426	5,175
Total Cars, Canada	26,230	26,034	25,052	77,091	566,983	523,316

TRUCK PRODUCTION IN U.S.☆

	Week Ended June 22, 1985	Week Ended June 23, 1984	Week Ended June 15, 1985	June to Date	Jan. 1 to June 23, 1984	Jan. 1 to June 22, 1985
CHEVROLET	24,677	21,730	25,485	77,706	485,766	584,208
DODGE	4,400	4,370	4,613	14,491	102,391	105,352
FORD	27,776	25,682	26,042	79,876	602,016	607,599
GMC	8,808	6,157	8,359	25,226	159,052	180,667
INTERNATIONAL	1,660	1,754	1,654	4,955	37,712	40,048
JEEP	4,350	3,979	4,319	12,912	93,573	98,681
NISSAN	2,500	2,112	2,490	7,264	47,093	50,414
AM GENERAL	50	50	50	150	1,280	1,210
MISCELLANEOUS	1,739	1,000	1,739	5,217	25,400	44,281
Total Trucks, U.S.	75,960	66,834	74,751	227,797	1,554,283	1,712,460

CANADIAN TRUCK PRODUCTION

	Week Ended June 22, 1985	Week Ended June 23, 1984	Week Ended June 15, 1985	June to Date	Jan. 1 to June 23, 1984	Jan. 1 to June 22, 1985
CHRYSLER	8,760	8,432	9,008	26,693	181,448	207,422
FORD	3,648	3,372	3,654	10,974	81,080	86,892
GENERAL MOTORS	7,120	6,834	6,133	19,554	151,963	145,702
INTERNATIONAL	265	215	270	803	3,665	6,063
Total Trucks, Canada	19,793	18,853	19,065	58,024	418,156	446,079
N. American Trucks	95,753	85,687	93,816	285,821	1,972,439	2,158,539

☆—Now includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

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T-bird of future

D.E.S.

Rounded wedge for 1987

Best spy shot yet of the 1987-model Ford Thunderbird reveals a pronounced wedge shape compared with the more rounded lines of current models. Today's platform will continue to be used for the restyled 'Bird.

Makers get CAFE break as EPA alters test rules

By Jake Kelderman
Washington Reporter

WASHINGTON.—EPA announced its long-awaited CAFE adjustment numbers last week and, to the surprise of many, the agency was generous beyond expectations.

What had been expected was a reluctant giveback of one-tenth or two-tenths of a mile per gallon for fuel-economy losses incurred because of changes the agency made in its fuel-economy test procedures over the years. Instead, the grant turned out to be four-tenths to eight-tenths of a mile per gallon per manufacturer per year.

There also was relief for some makers from penalties they were facing for failing to meet CAFE standards for 1985.

For General Motors and Ford Motor Co., the CAFE recovery for model years 1980 through 1984 was a substantial 2.7 MPG for each, leaving both makers with positive CAFE credit balances going into the 1985 model year.

GM and Ford will save an estimated $400 million combined in fines they otherwise would have had to pay.

Utilizing the three-year carryback provision of the CAFE law, GM now enters the 1985 model year with a 0.9-MPG CAFE credit. Previously, it was looking at a negative 1.8-MPG figure and hoping for improvements in its CAFE over the next three years to offset that deficit.

Ford goes into the 1985 model year with a credit of 3.5 MPG instead of a credit of 0.8 MPG, according to EPA numbers.

Each tenth of a MPG is worth $5 per vehicle times the maker's total passenger-car production for the model year. If a maker misses the CAFE, it is assessed a penalty of that amount. If it exceeds the CAFE standard, it builds up a credit to use in future years in which it may miss the standard.

• EPA had been under a court order to look into the extent, if any, of fuel-economy losses created by changes it has made in its test procedures since 1979.

GM and Ford and some of the import companies have been lobbying Congress and NHTSA this year to lower the CAFE standard for 1986 and future years from 27.5 MPG to 26 MPG on the grounds that consumer demand for large cars has limited their ability to meet CAFE requirements and that, as a consequence, they would be subject to millions of dollars in fines.

The EPA adjustments largely negate the fines some companies were subject to.

For example, Volvo moved from being 0.2 MPG under the 26-MPG CAFE standard for 1983 to being 0.5 MPG over the standard, and Saab jumped from being 0.1 MPG under to 0.6 MPG over the standard.

For 1984, Volvo went from 0.6 MPG under the 27-MPG standard to being equal to it, and Saab went from 1.7 MPG under it to just 1 MPG under it.

For a company like Volvo, one-tenth of a MPG CAFE credit is estimated to be worth $10 million because of the product mix changes it permits.

Over the years, EPA has made seven changes in its fuel-economy test procedures, revising methods which it decided had a negative effect on fuel economy. The changes involved distance measurement, inertia weight categories, dynamometer controllers, laboratory humidity, exhaust gas samplers, test fuel properties and energy-efficient oils.

Of the seven, inertia weight, fuel properties and slippery oils have been the biggest factors, EPA

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NUMMI Novas headed for Toyota dealers?

By Francis J. Gawronski and Matt DeLorenzo
Automotive News Staff

Toyota Motor Corp. may be getting ready to assemble cars in the U.S. for sale through its own dealer network in a roundabout way: By using excess production capacity at the Toyota-General Motors joint-venture plant in Fremont, Calif.

According to Nihon Keiza, a Japanese business publication, the Toyota-branded vehicles will be based on the Corolla model and assembled by New United Motor Mfg., Inc. (NUMMI), starting this autumn with an annual production of 50,000 units.

The newspaper pointed out that the FTC consent agreement signed by General Motors and Toyota limited NUMMI's annual production to 250,000 units. Toyota agreed to supply GM with 200,000 of the Corolla-based Chevrolet Novas from NUMMI. The extra capacity will be used to build cars for Toyota's U.S. dealers, according to the report.

While there are indications the numbers may be wrong, the gist of the reported plan may have some validity, according to sources.

Toyota's decision to launch U.S. production for its dealers is said to have been prompted by the extension of voluntary quotas.

Toyota Motor Corp. in Japan would neither confirm nor deny the report.

In the U.S., Toyota Motor Sales, U.S.A., said it could neither con-

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breaking news

Isuzu to set up California tech center

TOKYO.—Isuzu Motors, Ltd., announced it will establish a technical center in Los Angeles to design and develop cars and trucks. Isuzu Technical Center of America, capitalized at $300,000, will handle design planning, vehicle testing and research. The facility is scheduled to be completed by the end of 1987.

Mazda U.S. plant to make parts

TOKYO.—Mazda Motor Corp. reportedly will produce at its assembly plant in Flat Rock, Mich., certain components for the new car that will be built there beginning in the fall of 1987. Although the company would not confirm the report nor reveal the exact number and kind of parts to be built in the U.S., it is believed that Mazda Motor Mfg. U.S.A. Corp. is planning to make about 20 percent of the components for the car in order to reduce transportation costs from Japan.

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4x4 is first; cars due for '88 model year

Suzuki to begin U.S. sales Nov. 1

By Matt DeLorenzo
Los Angeles Reporter

BREA, Calif.—Suzuki will begin selling its 4x4 sport/utility vehicles Nov. 1 in California and Florida through 36 dealers, company officials told Automotive News last week.

The entry of the SJ413, which is sold as the Samurai in Canada, will lay the groundwork for the addition of Suzuki's car line in the 1988 model year, according to Doug Mazza, national marketing manager for Suzuki of America Motor Corp.

Distribution of these vehicles will be handled by Suzuki of America Motor Corp., which was incorporated on June 12. President of the new firm is T. Arai. Mazza, who came to Suzuki six weeks ago from Mitisubishi, is joined by Bill Charles, national service manager and formerly with Honda, and T. Ohwata, national service director.

The fledgling organization has two regional managers—John Dorsey, who will cover California, and Dave Haynes, who will be based at Suzuki's Miami regional headquarters.

Mazza projected sales of 6,800 units from November to next March. The SJ413, which has yet to be named for the U.S., will carry a base price between $5,000 and $6,000.

The 4x4 vehicles will be imported under a Category II allotment given Suzuki. Category II is separate from automobiles under the Voluntary Restraint Agreement. Mazza said some vehicles will be brought in under Category II and some will be imported in a truck configuration.

• California is a logical choice for Suzuki, since it is the headquarters of its motorcycle company.

One reason why Florida was chosen is that some of the vehicles have been imported to that area from Puerto Rico. Mazza said those imports have stopped, but "the owners require the support of the distributor and the factory." As a result, 14 dealers will be signed in Florida and one in Atlanta.

"With those two markets, we feel we can be in 20.7 percent of

Please turn to Page 39, Col. 1

GM may buy engines from Renault Mexico

By Jean-Jacques Renaux
Special Correspondent

PARIS.—Renault confirmed that it is negotiating with General Motors about supplying GM's U.S. group with engines from Renault's new plant in Mexico.

Renault last week also signed a letter of intent with Allied Corp. that would give the U.S. company full ownership of Renix, a joint-venture company that produces automotive electronic systems. Renix was formed by Renault and Bendix, now part of Allied, in 1978.

Renault also announced it will restructure its agricultural equipment unit in France to make it a better candidate for sale. Those moves are part of the strategy to stem losses, announced early last month by Georges Besse, Renault's new chief.

Renault spent $400 million to set up its Gomex Palacio engine plant in Mexico, near the U.S. border. The plant belongs to Rimex, a fully owned subsidiary of the French group. It was designed and tooled to produce the same engines as Renault makes in Cleon, France: A modern four-cylinder iron block with displacement of 1.6 to 2.0 liters.

Maximum capacity will be around 1,300 units a day for the plant that started production at the end of last year.

Initially, Renault intended to supply those engines to American Motors and to export part of production to Europe. But now that both AMC in the U.S. and Renault in France are confronted with substantial sales declines, the Mexican project faces a substantial overcapacity problem, to such an extent that Renault is said to have considered closing the plant altogether.

According to the French company, GM and Renault have

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Avanti files for Chapter 11; firm plans move to Detroit

By Edward Lapham
Marketing Editor

Avanti Motor Corp. last week took the first giant step in a reorganization plan that could ultimately total $10 million and relocate the company's manufacturing and assembly operations in Detroit.

As the first step in the plan, Avanti filed for protection from its creditors under Chapter 11 of the U.S. Bankruptcy Code.

The petition was filed in South Bend, and the company was granted debtor-in-possession status, which means it will manage its own affairs during the reorganization.

Avanti's attorney, Robert Weiss, of the Detroit firm Honigman Miller Schwartz & Cohn, said the car maker "will continue to build and sell cars" during the reorganization.

"This will give us some breathing room to put the whole plan together," said Avanti owner Stephen H. Blake.

Although there are several elements to the plan, which includes participation by the City of Detroit and the State of Michigan, it is fairly simple.

According to Blake, the main elements are:

1. A new equity capital infusion of $1.5 million to $2.0 million by an investor group that includes some of the current minority shareholders.

2. City and state working capital and capital asset loans totaling $5 million to $6 million, which would include the purchase price of a Detroit factory.

Blake is most interested in an idle Massey-Ferguson tractor plant on the city's west side, but the $2.6 million asking price may be too steep. A $1.5 million Burroughs plant already "has been ruled out," Blake said.

The city's portion of the loans is likely to be raised by an industrial revenue bond issue and federal Urban Development Action Grants.

3. A $2 million line of revolving credit, with perhaps an initial draw-down of $1 million.

Blake said he already has a "letter of interest" from a Detroit bank, but declined to disclose the name of the bank.

However, Automotive News has learned that NDB Business Finance Corp.is the interested institution.

NDBBFC is the "high-risk, high-return" subsidiary of NBD Bancorp, also corporate parent of the National Bank of Detroit.

Both the new equity investment and bank line of assest-based credit are contingent on the city and state portions.

"I need about 90 days to finish putting this thing together," Blake said. "But I'm confident we can do it because the city and state people have been very, very helpful."

Blake said he hopes to accomplish the move to Detroit this autumn. He said total downtime for the change would probably be 90 to 120 days.

The move to Detroit will be more than just a physical change, Blake said. The Avanti II coupe, lineal descendant of the old Studebaker model and still essentially hand-made except for the General Motors powertrain, will be discontinued before the move.

"The final 10 or 20 models built in South Bend will be special editions," Blake said.

The company will continue to build the convertible and plans to introduce new models. A shorter, wider coupe and a roadster are under development, Blake said.

"We're still going to have a hand-built car," he said, "But some automation is not out of the question."

Currently, there are 24 cars in the assembly process—10 convertibles and 14 coupes.

Current employement at the plant is "about 50," Blake said, compared with a high of 140 in 1984. About half of the current employes are expected to move to Detroit.

Initial employment at the Detroit plant is expected to be 100 for a first full-year output of about 250 vehicles. If and when output reaches 400 to 500 units "in a couple of years," employment could reach 200.

"About half" of Avanti's 25 dealers are among the identifiable 568 unsecured creditors, Blake said. "The other half are debtors."

General Motors, which is owed about $250,000, is the largest unsecured trade creditor.

"The people at GM have been unbelievably cooperative and helpful," Blake said.

First Source Bank, Avanti's South Bend lender, is listed as an as-yet uncontested secured creditor.

When Blake and his investor group bought the company, the

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Ground-effects MR-2

Fiber Designs, Brea, Calif., has developed bolt-on aero-looking components for Toyota's MR-2. Marketed under the Kaminari name, the skirts are offered unpainted, black or color-matched at the factory.

Regulations vary by engine size

European emissions standards set

By Jean-Jacques Renaux
Special Correspondent

LUXEMBOURG.—At the end of a 20-hour meeting here, the European Economic Community's 10 Ministers for the Environment agreed upon stricter car exhaust emission standards to be implemented throughout the EEC.

Germany, which called for the most severe standard regarding oxides of nitrogen (NOx), compromised slightly, allowing more flexibility in the technical solutions to be used by the industry.

For medium-sized cars with engine displacement between 1.4 and 2 liters, there will be no specific NOx standard. Instead there will be a global hydrocarbon (HC) plus NOx standard amounting to some 3.1 grams per mile, measured in the European test procedure.

But the U.S. certification, according to U.S. 1983 exhaust emission standards, will reportedly be accepted in Europe, at least until the end of 1987.

The new European standards will be implemented under a timetable that begins in October, 1988, but Germany is allowed to prompt the market with tax incentives, starting immediately.

The agreement involves three categories for gasoline-engine cars, with the following exhaust emission standards:

1. For cars with engine displacement of more than 2 liters: Carbon monoxide (CO), 25 grams per test (9.9 gpm); hydrocarbons 6.5 grams (2.6 gpm), and NOx, 3.5 grams (1.4 gpm).

2. For cars with engine displacement of between 1.4 and 2 liters: CO, 30 grams (11.9 gpm); HC NOx, 8 grams (3.1 gpm); no separate NOx standard.

3. For cars with engines smaller than than 1.4 liters: CO, 45 grams (17.9 gpm; HC . NOx, 15 grams (gpm), and NOx alone, 6 grams (2.4 gpm).

According to early estimates from the industry, those standards might call for the three-way catalytic converter for engines above 1.7-liter displacement.

The agreement ended months of uncertainty for the industry, chiefly in Germany where some 450,000 car purchases were postponed in the wake of the new regulation and tax incentives, according to the Manufacturers Assn.

Yet the Luxembourg agreement can hardly be described as pleasing for many European states and for many car manufacturers.

Tension built up among governmental and industry circles during the last three weeks as many parties disapproved of the proposals made by the European Commission in charge of the matter.

The row focused mainly on the NOx emission level. The commission's proposals were considered too lax by the German environmentalists, while the U.K. and France, supported by the industry, led the opposition.

The commission's assignment was to produce some standards that would be in line with those implemented in the U.S. in terms of their end effect on the environment, while hopefully allowing the manufacturers to comply by means other than the three-way catalytic converter.

That goal had been approved by the ministers three months ago in the hope that the catalyst could be avoided for cars with an engine displacement smaller than 2 liters.

There was previously no NOx emission control in Europe, but tests indicate that current European cars emit between 3 and 12 grams NOx (1.3 to 4.6 gpm) almost irrespective of engine displacement.

The industry argued that a higher NOx emission standard (i.e. 5 grams per test or 2 gpm) could be achieved without a catalytic converter, and that such a standard could prove more effective in the end, taking into account the high failure rate of catalytic converters rate quoted by the EPA in the U.S.

Such a standard could also open the door for lean-burn-engine development, a technique regarded as potentially more reliable and less expensive.

Chrysler to purchase Hutton's credit firm

Chrysler Corp. and E. F.Hutton Group, Inc., last week announced an agreement in principle for Chrysler Financial Corp. to acquire the common stock of E. F. Hutton Credit Corp. in a deal that could amount to $147 million.

Chrysler said it would pay $125 million initially. Depending on final resolution of certain tax credits held by the parent company but relating to the credit business, Chrysler could pay an additional $22 million.

E.F. Hutton Credit Corp., headquartered in Greenwich, Conn., is a diversified equipment finance company engaged in commercial lending and leasing nationally. Gross finance receivables and operating leases amounted to $1 billion as of March 31, 1985. It has 28 offices throughout the U.S.

The purchase is Chrysler's second move in the financial services area in recent months. At its annual meeting in May, Chrysler announced a joint venture between Chrysler Financial and General Electric Credit Corp. to make equity investments in machinery, equipment and real estate.

E. F. Hutton Group acquired the credit company from International Paper Co. in 1981, when the credit firm's portfolio amounted to $583 million. Its portfolio has doubled in four years.

E. F. Hutton executives said they decided to sell the credit business because its growth has exceeded expectations, and the parent company was not able to fully use its tax benefits.

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60th year—No. 5081

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Bosch shortages force VWoA to close plant

By Louise Kertesz
Detroit Reporter

Volkswagen of America's Westmoreland (Pa.) plant is closed this week and next because of a shortage of Bosch fuel-injection-system components. The plant is scheduled to resume production July 15, according to a VWoA spokesman.

The shortage, which had been building for several months, is due to a change in emissions standards in Germany that caused an unexpected demand for components used by VWoA, the spokesman said. "It's a question of robbing Peter to pay Paul," he said.

Automotive News contacted European auto makers using Bosch components and learned that they were as yet unaffected by the supply problem.

Volvo and Saab-Scania, whose plants are on summer vacation, reported no problem.

A spokesman for Saab-Scania of America said that Saab and VWoA, though both supplied by Bosch, don't share any common parts and that Saab engineers were unaware of any supply problem.

An Audi spokesman in the U.S. said that the shortage should have no effect on that company.

A BMW spokesman in Europe said the company was aware of the shortage but expected no problems.

Daimler-Benz, whichhad also heard of the supply problem, said it wasn't affected.

Joseph V. Borruso, vice president-automotive sales and engineering for Robert Bosch Corp., said that the shortage involves "a tooling capacity problem unique to Volkswagen," and that it is the company's German operation that requires more of the components in question.

The problem "absolutely does not involve" any other U.S. auto maker, Borruso said.

Though some European makers use similar Bosch mixture control units, the tooling is different from that used by Volkswagen and thus the shortage would not affect them, he said.

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Mid-June market down 7.45 pct.

Incentives hangover trims sales

By Jenny L. King
Detroit Reporter

Payback time arrived June 11-20 as the domestic auto makers reported a post-incentives sales decline of 7.45 percent.

That, anyway, is one explanation for missing last year's mark for the same period by 19,000 units. The overdue lien resulted from expanded sales of lower-interest-rate models offered the public in May.

Early-June sales continued at a brisk pace, staying 15.96 percent ahead of the same period of 1984. But the June 11-20 total of 240,489 was down 7.45 percent from 259,844 a year earlier.

Compared with the first 10 days of the month, though, there was favorable news: The mid-June total was up 11.05 percent from the 216,565 reported for June 1-10.

Year-to-date sales of 4,094,787 were up 3.27 percent from 3,965,306 in 1984.

When things don't work out well, it's a comfort to have someone to blame, and General Motors was the most obvious scapegoat in mid-June. GM was down 12.64 percent from its year-ago number. Its loss of almost 20,000 cars (to 134,014 from 153,412) was too substantial a drop for the remaining makers to prop up.

Ford Motor Co. sales were up 1.62 percent for the period, to 64,333 from 63,306 last year. Chrysler Corp. reported a decline of 1.62 percent, down to 31,915 from 32,442.

American Motors reported estimated sales of 2,650 new cars, down 42.70 percent from 4,625 year ago. Honda was up 28.92 percent, to 4,667 from 3,620, while Volkswagen slipped 11.44 percent, to 2,160 from 2,439. Estimated sales of Nissan Sentras were 750 for their first mid-June in the domestic market.

GM's share of the domestic market tumbled to 55.73 percent from 59.04 percent one year earlier. Ford expanded to 26.75 percent from 24.36 percent. Chrysler earned 13.27 percent, up from 12.49 percent.

Honda claimed 1.94 percent, up from 1.39 percent. AMC dropped to 1.10 percent from 1.78 percent, as VW slipped to 0.90 percent from 0.94 percent, and Nissan had 0.31 percent this year.

Only four domestic makes had mid-month sales increases. Chrysler was up 17.62 percent from 1984, Ford climbed 5.72 percent, Oldsmobile was up 5.32 percent and Honda grew by 28.92 percent.

On the other hand, Plymouth was down 19.71 percent, Dodge was down 3.73 percent, Mercury was off 6.03 percent and Lincoln slipped 4.59 percent. Buick plunged 35.76 percent, Cadillac dropped 18.83 percent, Chevrolet was down 14.76 percent and Pontiac slipped 9.63 percent—although its total of 19,502 was greater than Buick's 17,033 for the period.

AMC sales were down an estimated 17.65 percent, Renault dropped 45.24 percent and VW was down 11.44 percent.

The most recent daily selling rate of 26,721 was down 7.45 percent from 28,872 for mid-June, 1984. There were nine days in the period both years.

DOMESTIC SALES

	June 11-20, 1985	June 11-20, 1984
Renault Alliance-Encore	2,300†	4,200†
AMC	350†	425†
AMERICAN MOTORS	2,650†	4,625†
Chrysler	12,138	10,320
Plymouth	7,827	9,749
Dodge	11,950	12,413
CHRYSLER CORP.	31,915	32,442
Ford	42,926	40,602
Mercury	16,586	17,651
Lincoln	4,821	5,053
FORD MOTOR CO.	64,333	63,306
Buick	17,033	26,513
Cadillac	8,348	10,284
Chevrolet	46,527	54,581
Oldsmobile	42,604	40,453
Pontiac	19,502	21,581
GENERAL MOTORS	134,014	153,412
VOLKSWAGEN	2,160	2,439
HONDA	4,667	3,620
NISSAN	750†	0
U.S. INDUSTRY TOTAL	240,489	259,844

†—Estimate

Estimated 10-month total for 1984 under BBB program

FTC order costs GM $30 million

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—A Better Business Bureau mediation-arbitration program for owners of General Motors vehicles resulted in an estimated $30 million in payments to 100,000 consumers in the first 10 months of 1984, FTC data indicates. The program will run until 1991.

FTC Chairman James C. Miller III estimated the GM payout based on preliminary FTC data showing that 9,529 consumers received $3.3 million during the first 10 months of the nationwide program. Consumers covered by the preliminary numbers were from Atlanta, Cleveland, Dallas, Milwaukee and Salt Lake City.

The agency believes an additional 90,000 consumers received awards in 1984, but has not yet processed the national figures.

Miller said, "The data shows we are successful in getting money directly into the hands of consumers in a short period of time."

Miller pointed out that the FTC numbers do not include settlements made by GM outside the mediation-arbitration process, nor do they include payments made for repairs other than those covered by the agency's consent decree. That means GM potentially paid out far more than $30 million last year, Miller said.

The FTC's 1983 consent order required GM to set up the arbitration-mediation program in cooperation with the National Council of Better Business Bureaus.

The order followed FTC allegations in 1980 that GM failed to notify consumers about serious problems with the THM-200 transmission, camshafts in 305-CID V-8 gasoline engines and fuel injectors and injector pumps in 350-CID diesel engines.

A GM spokesman termed the initial workings of the consent-decree arrangement "fair and effective" and said, "We agree with the FTC conclusion that the GM/BBB program is successful."

In Milwaukee, 3,561 persons completed the program and total cash awards of $1,356,000 were made.

Figures for the other cities were: 3,939 persons and $1,348,000 in Cleveland; 1,125 persons and $301,000 in Dallas; 799 persons and $307,000 in Atlanta, and 105 persons and $32,000 in Salt Lake City.

Miller said the larger number of cases in the Cleveland area could be attributed in part to publicity the program received in that city. The agency's regional office there was the first to file suit on behalf of GM vehicle owners.

The mean payment was $358 for consumers in the five cities who requested cash and received awards of some or no cash. The agency estimated 83 percent of the arbitrated and mediated cases

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FTC's report on GM matter draws brickbats

By John A. Russell
New York Staff Writer

NEW YORK.—The FTC painted a rosy picture last week in revealing statistics on the arbitration and mediation program involving General Motors and the Better Business Bureau, but that feeling was not universal.

A number of consumer groups and at least one state attorney general's office slammed the program, generally calling it a "cop-out" by the FTC.

According to those groups, complaints about the system, established a little over a year and a half ago, mention long delays before the arbitration proceeding and decision is completed as well as misinformation given to consumers by the BBB local offices.

Further complicating the problems is a class-action settlement reached late last year in Federal District Court here involving GM's diesel engine. Under the provisions of that settlement, owners of GM diesel-powered cars had to inform the court that they specifically wanted to "opt out" of the decision.

A number, estimated at approximately 50,000 out of a possible 400,000, did apply for the exclusion. Yet, according to several sources, the BBB, as the agent for

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Milestone for AMC

American Motors built its 500,000th Renault Alliance at the Kenosha plant on June 14, which also marked the start of the model changeover. John Pendrick, Kenosha plant operations manager, drives the final 1985 Alliance off the line while a quality inspector gives his seal of approval.

factories list auction dates

American Motors

July 2—Aptco Auto Auction, Taylor, Mich.

July 3—Southern Auto Auction, Warehouse Point, Conn.; Evansville Auto Auction, Evansville, Ind.; Mid-States Auto Auction, South Bend.

July 5—Floyd Haughe Auto Auction, Bridgeton, Mo.

July9—Arena Auto Auction, Chicago; High Point Auto Auction, High Point, N.C.; D-A Auto Auction, New Stanton, Pa.

July 10—Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia.; Metro Milwaukee Auto Auction, Caledonia, Wis.

July 11—Evansville Auto Auction, Evansville, Ind.; Corry Auto Auction, Corry, Pa.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; Todd Auto Auction, Telford, Pa.; Northway Exchange, Clifton Park, N.Y.

July 12—Floyd Haughe Auto Auction, Bridgeton, Mo.

July 16— Aptco Auto Auction, Taylor, Mich.

July 17—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend; Southern Auto Auction, Warehouse Point, Conn.

July 18—Evansville Auto Auction, Evansville, Ind.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; Northway Exchange, Clifton Park, N.Y.

July 23—Arena Auto Auction, Chicago; High Point Auto Auction, High Point, N.C.; D-A Auto Auction, New Stanton, Pa.

July 24—Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia.; Metro Milwaukee Auto Auction, Caledonia, Wis.

July 25—Evansville Auto Auction, Evansville, Ind.; Corry Auto Auction, Corry, Pa.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; Todd Auto Auction, Telford, Pa.; Northway Exchange, Clifton Park, N.Y.

July 26—Floyd Haughe Auto Auction, Bridgeton, Mo.

July 30—Aptco Auto Auction, Taylor, Mich.

July 31—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend.

Chrysler Corp.

July 2—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago, and NuCarPrep System, Santa Fe Springs, Calif.

July 3—Columbus Fair Auto Auction, Obetz, O.

July 9—Hatfield Auto Auction, Hatfield, Pa., and Aptco Auto Auction, Taylor, Mich.

July 10—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; Minneapolis Auto Auction, Plymouth, Minn., and Dallas Auto Auction, Grand Prairie, Tex.

July 11—Northway Exchange (mini), Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis.

July 12—Concord Auto Auction, Boston, and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

July 9—Harrisonburg Auto Auction, Harrisonburg, Va.

July 10—Golden Gate Auto Auction, Fremont, Calif.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Northstar Auto Auction, Shakopee, Minn.

July 11—Nashville Auto Auction, Nashville.

July 17—Columbus Fair Auto Auction, Obetz, O., and Concord Auto Auction, Acton, Mass.

July 18—Arena Auto Auction, Chicago, Ill., and Dallas Auto Auction, Dallas.

July 24—Lakeland Auto Auction, Lakeland, Fla., and Brahser's Southern California Auto Auction, Fontana, Calif.

July 25—Aptco Auto Auction, Taylor, Mich.; 166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N.J.

July 31—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

Aug. 1—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Big H Auto Auction, Houston, and Denver Auto Auction, Englewood, Colo.

General Motors

July 9—Dallas Auto Auction, Dallas.

July 10—Golden Gate Auto Auction, Fremont, Calif., and Hatfield Auto Auction, Hatfield, Pa.

July 11—Aptco Auto Auction, Detroit, and Floyd Hauhe Auto Auction, Bridgeton, Mo.

July 16—Florida Auto Auction of Orlando, Orlando, and Denver Auto Auction, Englewood, Colo.

July 17—Northstar Auto Auction, Shakopee, Minn., and Brasher's Auto Auction, Fontana, Calif.

July 18—Nashville Auto Auction, Nashville, and Ohio Auto Auction, Columbus, O.

July 23—Southern Auto Auction, East Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

July 24—Clanton's Auto Auction, Darlington, S.C., and Omaha Auto Auction, Omaha.

July 25—Indianapolis Auto Auction, Indianapolis.

July 31—Brasher's Salt Lake Auto Auction, Salt Lake City, and Metro Auto Auction, Kansas City.

Used Car Sales
Auction Averages

June 1985	$5,296
Month ago	$5,203
Year ago	$5,436

Model Breakdown
Auction Averages

	JUNE 1985	MAY 1985	APR. 1985
1985	$11,181	$11,515	$11,744
1984	$8,061	$8,553	$8,522
1983	$6,306	$6,474	$6,464
1982	$5,544	$5,381	$5,228
1981	$4,536	$4,399	$3,323
1980	$3,528	$3,266	$3,511
1979	$2,953	$2,706	$2,622
1978	$2,114	$2,039	$1,938
Overall Average	$5,296	$5,203	$4,928

used-car auction directory

TEXAS

Fort Worth Auto Auction. 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: Frank Post, 817-626-5494.

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists. Bob McConkey, Jr., 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

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GM Holden's new RB Gemini

The front-drive RB Gemini notchback replaces the original rear-drive model. The new RB is a product of Isuzu in Japan—with Chevrolet and Holden design input—and is assembled in Australia with some local components. The four-cylinder car went on sale recently in the U.S. as the Chevrolet Spectrum.

Holden Gemini replaced with front-drive RB model

MELBOURNE, Australia.—General Motors-Holden's, Ltd., has announced a front-wheel-drive replacement for its rear-drive Holden Gemini, a model the company has offered for more than 10 years.

The RB Gemini is a four-door notchback with a smaller, more powerful engine: A four-cylinder, in-line, OHC, 1.5-liter mounted transversely.

Engineering features include transistorized ignition and an electric cooling fan. Five-speed gearbox is standard, with an optional 3-speed automatic. Equipment levels have been significantly improved.

The Japanese-designed car has several European styling touches.

To demonstrate the Gemini's traditional selling features—reliability and economy—GMH staged a notable endurance test for the light car.

A new Gemini was taken straight from the assembly line and driven continuously for 80 days and nights. Eighty drivers, from GMH test drivers to gardeners, security officers and canteen staff, drove the car a total of 127,000 miles.

Cruising at speeds of up to 75 MPH at GM's Lang Lang proving ground in Victoria, the Gemini stopped only for gas, driver changes, three minor repairs and specified routine services.

GMH said this test was the equivalent of 13 years of regular driving.

The overall average speed was 67 MPH and the fuel consumption an average 38 MPG. No oil was added.

Like the previous Gemini, the RB is a product of Isuzu in Japan but is assembled in Australia with some local components.

It differs from the first Gemini because Chevrolet in the U.S. and Holden in Australia had sizeable input in its design and testing.

Before going on sale in the U.S. as the Chevrolet Spectrum, 120 prototypes of the car were built and tested in the temperature extremes of Australia's summer and Canada's winter.

Gemini will be offered in two trim levels, with a third low-priced model for government and fleet buyers.

The base SLX will sell for about $9,495; the more upscale (but mechanically identical) SLE for $10,409.

GMH Managing Director C.S. Chapman said that with the Astra, Barina Camira and RB Gemini, the company's strategic approach to the increasingly diverse four-cylinder market is complete.

"I believe these cars will find their major appeal with women, who form 61 percent of buyers in this category," Chapman said.

Chapman said GMH intends to be the country's top-seller to women and is confident of regaining the No. 2 spot in the market behind Ford. (GMH dropped to third place behind Toyota last year.)

1,628 vehicles auctioned at 28th anniversary sale

FREDERICKSBURG, Va.—The Fredericksburg Auto Auction attracted a large vehicle consignment with a 28th anniversary NASCAR racing theme sale, The Fredericksburg 500.

There were 1,628 vehicles auctioned in one day. Robert E. Edwards, general manager, said it was one of the firm's strongest anniversary sales.

"We couldn't have asked for more," he said, referring to the large consignment, good sales percentage, strong dealer attendance and promotional excitement.

The sale featured lively bidding on a race car once driven by Bobby Allison.

All registered dealers in attendance were invited to a free barbecue lunch.

Fredericksburg Auto Auction is one of 16 operated in the U.S. and Canada by Manheim Auctions, Inc., Atlanta.

Milwaukee auction recon to meet fleet customer needs

CALEDONIA, Wis.— Construction is under way on a new reconditioning center at Metro Milwaukee Auto Auction.

The center is scheduled to be completed Sept. 1 and will be the 20-year-old auction's first such on-site facility.

Saab recalls 22,700 cars

ORANGE, Conn.—Saab-Scania of America is recalling about 22,700 cars in two separate actions.

The cars involved are about 11,100 1985 Saab 900 Turbos and about 11,600 early-production 1984 Saab 900, 900S and Turbo models.

The 1985 Turbos will be checked for an incorrectly installed fuel hose. The 1984 models will be checked for an improperly mounted electrical cable which may rub against metal, damaging the insulation. Both conditions could lead to a fire, Saab said.